

EUROPEAN NEWS

Bonn jobless policy attacked

BY PETER BRUCE IN BONN

THE WEST GERMAN trade union leadership has sharply criticised the Bonn Government's efforts to cut back on unemployment following the release yesterday of new jobless figures showing that the number of people out of work in August - 2.2m, or 8.9 per cent - is the highest in any August since the end of the second world war.

A senior member of the German Trades Union Federation (DGB) executive, Herr Michael Genscher, said the figures amounted to an "extremely bad testimonial" for the Government's economic policies.

The union leader's comments are likely to set the tone today when Government, industrial and union leaders meet together in Bonn for the first time in eight years in an effort to hammer out a common plan to combat unemployment.

The August jobless figures did, in fact, show a marginal drop from the 9 per cent unemployment recorded in July, but the Government has had to report a record post-war total for every month so far this year.

Today's talks, called by the Government, which is now urgently seeking some accommodation with the unions over ways to cut unemployment before the next election in early 1987, are not likely to end with any concrete proposals or agreement.

Herr Ernst Breit, chairman of the DGB, said yesterday the success of the talks could only be measured in terms of real progress in cutting down the number of people in the unemployment queue. He accused the Government of claiming a political

breakthrough merely because the three-way meeting is actually taking place.

Chancellor Helmut Kohl, for his part, appealed in advance to employers and unions not to use the talks to trade accusations. Herr Kohl, who will chair the meeting, also appealed to the unions to stop accusing the Government of doing nothing to help the unemployed.

The DGB has planned a series of nationwide demonstrations next month to protest against Government policies on cutting unemployment and against what they claim are cuts in social benefits.

The Government, however, strongly defended its economic policies yesterday at the start of a three day debate on the 1986 budget. Dr Gerhard Stoltenberg, the Finance

Minister admitted that unemployment had not been broken during the current recovery but said that the problem had not arisen overnight and could not be dealt with quickly.

Presenting plans to increase Government spending by just 2.4 per cent to DM 264bn (\$82.8bn) and to hold the budget deficit to this year's level of DM 25bn, Dr Stoltenberg said employers and unions had an excellent chance next year to improve the employment chances of the jobless and of young people.

The continuation of budget consolidation by public authorities and a reduction in state involvement in industry would help to keep interest rates and prices down and consequently improve investment and consumer spending, he insisted.

Demirel takes Evren to task

By David Barchard in Ankara

MR SULEYMAN DEMIREL, who was deposed as Turkey's Prime Minister in the 1980 military takeover, has made a direct attack on President Necdet Evren in what appears to be an attempted political comeback.

He accused the President of dividing the country into those who are allowed to speak and those who are not.

If everything is permitted for certain people in Turkey today, while everything is forbidden to others," Mr Demirel said, "it will hardly bring credit on our country."

Last Sunday, the President warned Parliament to stick within the guidelines of the constitution he introduced in 1982, and issued a warning to former politicians that they should be keeping silent.

Mr Demirel, who controls Turkey's third largest party, the centre-right True Path Party, has been behind the scenes, banned from returning to politics for another seven years.

He accused the President of passing Parliament to discuss events before the 1980 takeover. "I cannot allow myself to be shown responsible for the anarchy and terrorism in Turkey before 1980," he said.

"In Turkey, guilt or innocence is established by competent legal authorities," Mr Demirel has never before come so close to challenging the authorities to put him on trial, a step he knows would have serious domestic and international repercussions.

Japanese mission attempts to avert EEC protectionism

BY PAUL CHEESBRIGHT IN BRUSSELS

SENIOR JAPANESE officials yesterday spent five hours explaining the Tokyo Government's latest package of market-opening measures to the European Commission as part of a diplomatic effort to head off the build-up of protectionist pressures in the EEC.

Mr Yasuhiro Nakasone, Japan's Prime Minister, at the end of July unveiled a three-year package of measures designed as trade liberalisation and as a redress of Western grievances.

The Japanese mission this week has had talks not only with the EEC Commission, but with the Belgian and British Governments. In each case, the response has been cautious on the basis that analysis of the measures is not complete. The Commission analysis will be ready by the end of the month.

Mr Takao Kawakami, deputy director of the cabinet special assignments office in Tokyo, said that the mission had received no undertaking that influence would be used to stop measures which might affect the flow of Japanese exports to the EEC.

Marchais brings muted message from Moscow

BY DAVID HOUSEGO IN PARIS

RELATIONS BETWEEN the French and Soviet Communist parties may be warm, but Moscow does not appear to have forgiven the French party leadership for taking part in the coalition Government with the Socialists.

This emerged in the full text of a joint declaration issued after talks earlier this week in Moscow between Mr Georges Marchais, the French Communist chief, and Mr Mikhail Gorbachev, the Soviet leader.

Mr Gorbachev is due to visit France next month. Moscow made amply clear at the time that it was unhappy with the Communists' presence in the government. It was even more unhappy when President Francois Mitterrand's administration supported U.S. missile deployment in Europe.

Now that the Communists have pulled out of the government, the public support for Moscow for their stand. But there was not a word in the communiqué published yesterday that echoed their own bitter attacks on the Mitterrand government.

Soviet silence on the issue is best explained by Moscow not wishing to cast a shadow over Mr Gorbachev's visit to France. It will be his first to West Europe as Soviet leader and will precede his summit with President Ronald Reagan.

The Russians clearly hope to use the visit to exploit differences within the Western alliance over the U.S. Strategic Defence Initiative (SDI). France has said that it will not participate.

Though M Marchais has not received explicit approval for his current campaign against M Mitterrand's Government, Mr Gorbachev's coming to power is itself a blessing for the French leadership. Because the French Communist Party is so closely identified with Moscow in the eyes of public opinion, the party's image is improved if there is a reformist, personable leader in the Soviet Union.

Goria spells out why Italian lira crashed

By James Buxton in Rome

WHEN ENI, the Italian state energy group, pressed ahead with an order for \$125m on July 19, pushing the lira down almost 20 per cent against the dollar, it was probably influenced "at least after a certain point in the operation" by the possibility of an imminent devaluation of the lira, Sig Giovanni Goria, Italy's Treasury Minister, says in a report published yesterday.

The crash of the lira occurred on July 19 when ENI bought \$125m despite Bank of Italy advice to postpone the transaction. The Bank refused to support the currency in order when it waste foreign exchange not to waste foreign exchange to seek a devaluation of the lira within the European monetary system.

In the event, the lira was devalued by an effective 8 per cent.

The central bank could not inform ENI of the reason for its advice without compromising its plans to seek a devaluation, which would have been improper, the report says.

Sig Goria says: "The finance department of ENI, at least after a certain point in the operation, was probably acting on the hypothesis of an imminent devaluation of the lira. This rendered mutually incompatible the two principal objectives of the Bank of Italy - to prevent speculation and to maintain orderly markets. The Bank gave priority to the first of these objectives."

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Shell sees big rise in W. German car sales

BY JOHN DAVIES IN FRANKFURT

WEST GERMANY should see another strong uplift in car sales towards the end of this decade, as the children of the 1960s "baby boom" grow up and as more women drivers take to the road.

This is among forecasts by the Shell oil group in a study of the West German car market.

It also suggests, however, that the market for new cars during the 1990s might settle down at about the present level. With the country's population already declining, the total number of cars on West German roads will start to drop from about the year 2000.

Shell has released its predictions on the eve of the Inter-

national Automobile Exhibition in Frankfurt from September 12 to 22 - a major event held every two years.

The study suggests West Germans remain strongly attached to their cars, even though they have recently been unsettled by claims that exhaust emissions could pose a threat to forest health, something else dear to their hearts.

Many motorists put off buying cars late last year and early this year to wait for the confusion over the Bonn Government's proposals to tighten emission controls, to disperse.

This reaction, together with the effects of the car industry strike last year, served to upset

Shell's last market forecasts in 1983, when it pointed to a coming upturn in demand for cars.

Now that new registrations are again gathering pace, Shell cautions that the emission controls debate and economic trends might still restrain the growth of car sales this year and next.

It sees a sharper peak in car sales in front 1989, possibly though not necessarily, exceeding the record 2.06m new-car registrations of 1978.

The "baby boom" between 1961 and 1967 should help buoy up future car sales, especially as the new generation could well prefer buying a car to

getting married and having children.

Women are also increasingly taking to driving. In the 1980s, only a third of licences went to women. Now they take out between 41 and 46 per cent.

These factors should help boost the car market even though the population is already falling and the adult population is likely to start falling from about 1990.

The older generation, too, are determined to keep on motoring. This also will help lift the total number of cars on the road, expected to rise from 25.8m now to about 30m in the year 2000.

Spain plans to change face of a very masculine image

AN INSTITUTION that has long been part of Spain's image to the world is about to undergo a facelift. The paramilitary Guardia Civil is to open its ranks to women, writes David White in Madrid. The creation of a women's arm of the distinctive black-hatted force is one element of a police reform which the Socialist Government sent to Parliament yesterday after many months of delays and unrest among different police factions.

The State Security Forces Bill, which draws a new line between the role and nature

of the Guardia Civil and those of the police, is still hotly contested. After pushing the Government to get a move on with its promised reform, police unions complain that it fails to give them the full union rights they were seeking as a civilian body.

They have been campaigning for the right to strike, which the Bill denies them. Instead, the Government foresees arbitration to resolve labour conflicts in the police.

A key aspect of the reform is that it "demilitarises" the uniformed police operating in urban areas. When the ill-

famed Armed Police of the Franco era was re-badged the National Police and its sinister grey uniforms changed for brown ones, it continued to operate under senior officers on loan from the army.

Amid union charges of an army "takeover" in the police and moves by the Interior Ministry to change the command structure, there has been a wave of dismissals and resignation notices among high-ranking officers this year - including the sacking of the force's second in-

command. The 300 officers seconded from the army now have six months to choose whether to pursue police or military careers.

The law reduces Spain's national security forces to two bodies. The 56,000 strong National Police and the 3,000 plain-clothes inspectors and superintendents of the Superior Police Corps are merged as the National Police Corps, defined as "an armed institution of civilian character".

Alongside this is the Security Corps of Guards

Civil, 65,000-strong, defined as "an armed institution of military nature". The police obtain the main responsibility for drug control, while the Guardia Civil's area of action is extended by the creation of a maritime division.

Spain also has 65,000 local city police and 4,500 men in uniformed forces set up by the autonomous Basque and Catalonia governments. In an effort to co-ordinate all these, the Bill provides for a Security Policy Council, on which the Interior Ministry and regional governments will be represented.

Some of those magnificent men in their flying machines were Thais.

The image shows a collection of Thai pilot licenses from the Fédération Aéronautique Internationale (FAI) for France. The licenses are for various pilots, including Chitip Nwai, L. Sakali, and R. de Vogues. The licenses are dated from 1934 to 1942. The text on the licenses is in French and Thai. The background of the collage is a dark, textured surface.

In 1912, a mere eight years after American aviation pioneers carried out the first powered flight in their 'heavier than air' machines, three Thai army officers travelled abroad to a French flying school. They learned not only how to fly aircraft but also how to build them. In quick succession the Kingdom bought airplanes, established an airport and trained new pilots.

Starting as a mail carrier, the airline quickly grew and soon a passenger service was available. Then in a major reorganisation just 25 years ago, Thai International came into being.

Thai's pioneering spirit, its attitude towards service and the importance it places on the training and skill of its pilots, has led to the airline's development as one of the world's major carriers.

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EUROPEAN NEWS

Gorbachev visit to oil fields signals concern over output

BY PATRICK COCKBURN IN MOSCOW

MR MIKHAIL GORBACHEV, the Soviet leader, has shown the Kremlin's concern at the fall in oil output over the past 18 months by starting a visit yesterday to the Soviet Union's main oil and gas producing region in West Siberia.

The Soviet Union, the world's largest oil producer, has seen crude and gas condensate production drop by 4 per cent to 348m tonnes in the first seven months of the year. Gas output rose by 10 per cent to 308bn cubic metres over the same period.

Mr Gorbachev's visit to the oil province of Tyumen is the fourth in a series of tours he has made to the key centres of the Soviet Union since he was elected leader last March.

He had expressed concern earlier in the summer at the high proportion of Soviet capital investment—about a fifth of the total—absorbed by the energy industries. He said it should be possible to "stabilise the share of capital investment directed towards the extraction of fuel and raw materials".

The oilfields of Tyumen, a region of marshlands impossible in summer and frozen in winter, were rapidly developed in the 1970s and early 1980s. They produce 7.6m barrels a day of crude out of a national total of 12.5m b/d. The Soviet Press has accused the Oil Ministry and other bodies in Tyumen of damaging the oil reservoirs by rushed and unplanned exploitation.

At the start of August, a fifth of the oil wells in Tyumen were not working and the region was 15m tonnes behind its plan for oil output, according to the weekly Economic Gazette. The fall in oil production has not been reversed by an extension of the drilling season.



Gorbachev: In Siberia

sive purge of senior management and the dismissal of the Oil Minister earlier this year.

Mr Gorbachev's visit yesterday, however, may presage a further reorganisation in the way in which the oilfields are run. Criticism in the past year has focused on the lack of co-ordination between the ministries and Communist party organisations responsible for Tyumen.

But the thrust of Soviet energy policy today is to meet the demand for more fuel by economies in its use and not by higher production figures. Since 1982, the power stations have been extensively modified to use gas rather than crude oil as a power supply.

Problems in the oilfields were exacerbated at the start of the year by extremely bad weather which reduced output and increased consumption. Oil exports to the West were sharply reduced, leading to a trade deficit of \$2bn in the first quarter of the year.

Muscovites get a kick from Cologne

By Our Moscow Correspondent

THE KREMLIN'S campaign against drunkenness has received a minor boost with the decision by many Moscow chemist shops not to sell eau-de-Cologne until after 2pm. The reason is that early morning customers are gulping down perfume for its alcohol content as soon as they have left the shop.

Hair lotion is particularly popular among Moscow alcoholics, but if this is not available, there is Kora Novo eau-de-Cologne at 65 kopecks (5p) a bottle, suggests a journalist on Trud, the union newspaper.

Avoid at all costs, he says, a perfume known as Carmen, which "makes the customer feel as if his throat was cut."

Three months after the drive against drunkenness was launched, 649 factories and workshops are reported to have switched from making spirits to the production of soft drinks or confectionery. The price of a bottle of vodka is to go up by Roubles 1.5.

Over the past month, the rumour has swept through Moscow's drinking classes that December is to be declared a dry month.

This is almost certainly untrue, but there is no sign of the anti-drink campaign slowing up, despite the popular suspicion that, as a Soviet television commentator put it, the Government "will be tempted by easy profits from the sale of alcohol."

It is still too early to say what inroads sobriety is making in the Soviet Union. The consensus is that it still has a long way to go, but drunkenness has declined in the cities. In the countryside, the campaign is said to have had only a limited impact, and the sale of moonshine "continues."

Company sales to increase in Finland

By Olli V. Virtanen in Helsinki

THE NUMBER of Finnish companies up for sale is likely to increase substantially after the Government's proposal to set a tax on capital gains.

According to the budget proposal for 1986 the tax would amount to a maximum 7 per cent of the selling price starting January 1 1986. Until then capital gains remain exempt of tax provided the seller has owned the stock for more than five years.

The anticipated tax has prompted a record number of acquisitions since summer 1984 when plans of the tax first leaked out. The number of companies changing hands quickly doubled to an annual level of 1,000. After the proposals were made public experts predict that even more owners will sell their possessions.

The largest company that has changed hands in the past 12 months was Puolimatka, one of Finland's biggest construction, which was bought by a Finnish corporation. The purchase price has not been disclosed but according to well informed sources the owning family got approximately \$100m for their stock. Another half a dozen companies in the region of \$50m have been sold by a single family in the last 12 months.

According to the budget proposal a maximum 50 per cent of the selling price is considered capital gain. The capital gains tax at 20 per cent reduces the tax to 10 per cent of the price. As individuals in Finland pay a maximum 70 per cent in personal taxes the capital gains tax comes down to 7 per cent of the selling price.

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Leslie Collett writes on Poland's economic reforms

Warsaw keeps its fingers crossed for a recovery

POLAND'S economists, despite their poor salaries, live life in an environment which approaches a professional nirvana. Their sometimes imaginative analyses of ways to overcome the nation's economic malaise are published at great length in the Polish mass media.

Who knows, with the economy torn in so many different directions at once, anything they suggest might just turn out to be the right solution. The Government is encouraging this diversity as it does not want to be held solely responsible for economic development as it was in the past.

One esteemed economic adviser to the Government, for example, wrote that in the "long run" self-regulating market mechanisms should prevail. In the short-term, however, he advised economists to provide foundations for "judicious decision-making by the centre to choose the goods to be most quickly achieved."

This "centre" means the Planning Commission and the industrial ministries whose power was reduced under the economic reform programme launched in 1972.

"Equilibrium" has become a favourite word in the Polish economic vocabulary, indicating a balanced supply and demand of consumer goods.

Another noted economist, however, said that even if equilibrium in the marketplace were to arrive it would not be tolerated for long by Polish producers. They would ensure that scarcity again prevailed and would bolster profits by pleading for added financial concessions and tax rebates from the Government.

The Government asserts that the reform programme is proceeding, although with many difficulties; its critics, including many in the Government, say it was slipped in the bud.

On the plus side, prices have been sharply raised for consumers and for many producers, as envisioned, although they are still a long way from reflecting costs. In what one critic calls the present "modified command economy," company directors are more independent from the ministries than before in deciding what to produce.

The Planning Commission can no longer issue directives to be fulfilled. But often this is cancelled out by the company's dependence on the industrial ministries for financial preferences and allotments of scarce raw materials and semi-manufactured goods, especially from the West.

One critical economist noted that hard currency earnings fell 2.5 per cent in the first seven months of this year, while imports rose 11 per cent, but the right of companies under the reform to retain a portion of hard currency earnings had acted as an incentive to prevent exports from collapsing entirely. Company self-management bodies provided for under the reform are showing little in-

crease in the number of children in the area, according to a scientific report, Christopher Bobinski writes from Warsaw.

The report by the chemical sciences committee at the Polish Academy of Sciences, one of which have been published in *Zycie Warszawy* newspaper says that two years ago Poland had the worst air pollution in Europe. Only 9 per cent of the rivers could be called clean and soil pollution in areas next to industry was "highly worrying."

Silesia, the coal and heavy industry area, the Legnica copper-producing district, the southern sea coastline near Gdansk and parts of the Krakow area were already "ecological disaster zones," it says.

The report recalls that in 1982 the Government's own planning commission mapped out areas inhabited by nearly a third of the population as "being under ecological threat." It blames this on the low level of spending on anti-pollution measures in the 1970s, and warns that more must be spent now.

Interest in managerial problems because they feel deprived of any real influence.

Small private traders and producers who were to have been guaranteed modest but secure role within the Socialist market economy are prospering, but not in a normal fashion. They suspect the Government will not tolerate them for long and so are maximising short-term profits by producing highly-lucrative items, such as fashion accessories, but not essential products in short supply.

Private farmers who produce some 80 per cent of agricultural output are also thriving, as is often the case when the rest of the economy is in turmoil.

Four years of bumper grain harvests and higher government prices to replace some hard currency fodder imports with domestic grain. This summer's grain harvest, though, may result in losses because of recent heavy flooding in southern Poland.

Bountiful fruit and vegetable crops offer a semblance of competition in the food market, which is totally lacking elsewhere. But meat is still rationed and anything beyond the 2.5kg (5.5lb) per month for the average Pole must be bought on the booming black market.

The only producers who supply consumers with exactly what they want are flower growers. Their prices are determined by the near-perfect competition of tens of thousands of growers and sellers.

The official trade union,

anxious for popular approval since the banning of Solidarity, has written higher wages on its banner. The Government is in no position to seriously resist pay demands, which are the price for having eliminated the independent union. Wages have risen 19.3 per cent so far this year.

If factory managers resist wage demands they risk being deserted by workers leaving for greener pastures. Instead of the envisioned labour surplus, which the economic reform was to have created by the closure of inefficient plants, there is a growing labour shortage. This inability to shut down unprofitable factories is another part of the price the Government is paying to pacify workers.

The role of the Planning Commission, according to two deputy chairmen, Mr Jerzy Gwiazdzinski and Mr Stanislaw Dlugosz, remains "fundamental" in the economy, although planners would no longer intervene in its daily functioning. However, it continues to draw the Five Year Plans which determine the proportion of investments to go to sectors of the economy it considers crucial.

"We must increasingly function as a general headquarters," said Mr Gwiazdzinski, who is leaving a "lot of independence" to companies. He said the quality of the commission's work had been significantly elevated since the 1970s when it used modern methods as "decorative elements."

Now, he maintained, its economists carefully evaluate industries according to their export potential and create "stimulated exercises" examining what would happen if demand receded in world markets.

The commission tried to diminish risks in making its assessments, but Mr Gwiazdzinski admitted that errors in prognostication could not be wholly eliminated.

Mr Dlugosz argued that not all aspects of the centrally-planned economy had been bad. The Polish consumer goods situation in the mid-1970s was "probably the best in Eastern Europe."

He explained that the old system had suffered from "planning optimism," but it had provided years of dynamic development. "Strong discipline" had existed in pursuing goals even though the means to implement them had not always been provided.

However, Mr Dlugosz said that "decentralised decision-making" was needed now, but that it must not deteriorate into anarchy or 19th century capitalism.

Both Mr Gwiazdzinski and Mr Dlugosz, who said they had served "many administrations" in Poland, agreed that developing a Socialist market economy similar to that of Hungary was not the solution for Poland.

The Hungarian reforms were, however, what Poland's economists were aiming for when they launched their reform programme three and a half years ago.

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OVERSEAS NEWS

Hawke Government extends pay, prices deal with unions

BY MICHAEL THOMPSON-NOEL IN SYDNEY

MR BOB HAWKE'S Australian Labor Government scored an important industrial victory yesterday, securing a two-year extension of its historic pay and prices accord with the Australian Council of Trade Unions (ACTU).

At the same time, the Government and unions said they had reached a "wages accommodation" to help counteract the effects of this year's sharp depreciation of the Australian dollar.

Workers are expected to receive an agreed 3.8 per cent wages increase in the current year, with the 1987-88 pay and prices accord with the ACTU has agreed to a reduction of 2 percentage points in the wages award it will seek next April.

This reduction will be offset by income tax cuts from next September 1.

Centralised wage-setting, with awards directly linked to increases in the consumer price index, is one of the keystones of the pay accord, on which most of the Government's economic success to date is based.

The Confederation of Australian Industry reacted predictably and angrily, describing the agreement as a "severe blow to employers and



Mr Bob Hawke

business confidence," and claiming that it would fuel inflation.

Mr Bryan Noakes, the confederation's director, said ACTU had again exploited its privileged position and that the Government "has succumbed to ACTU pressure in an attempt to keep the accord alive."

An opposition spokesman said the wages package could "only intensify the inflationary pressure which is already showing up in statistics and being felt directly in industry."

Australia's inflation rate for the year to last June was 8.7 per cent, against 6.5 per cent the year before. However, sizeable increases in final prices can be expected in the first two quarters of 1986-87, with predictions of a 10 per cent inflation rate widespread.

However, Mr Paul Keating, Treasurer, and Mr Ralph Willis, Minister for Employment, said in a joint statement: "The wage restraint embodied in the new two-year commitment by both parties will ensure that the significant benefits of the Australian dollar depreciation are secured. On current estimates this will result in inflation being wound back by 1986-87 to around the levels achieved during the past two financial years, with a further slowing in prospect into 1987-88."

They insisted that "appropriately firm fiscal and monetary policies will continue to be maintained," and said the pay deal paved the way for continuing strong economic and employment growth.

A separate productivity claim of 4 per cent by the unions will be paid in the form of a 3 per cent increase in occupational pensions from July 1988.

Extremists murder six in Punjab

By Our Foreign Staff

SIKH EXTREMISTS renewed their offensive aimed at wrecking attempts to bring peace to the Indian state of Punjab by killing six people and wounding 15 more in eight separate attacks over the past two days.

Among the dead was a prominent supporter of Mr Rajiv Gandhi, the Indian Prime Minister.

The attacks took place on the eve of campaigning for Punjab state elections on September 26 and are a clear signal that Sikh extremists intend to disrupt the poll.

Three gunmen killed Mr Arjun Dass, a member of the New Delhi metropolitan council for the ruling Congress (I) Party at his office in the capital.

Mr Dass's bodyguard was also killed and six people, including his younger brother, were wounded in the hail of bullets which raked the politician's office in south Delhi.

Mr Dass, 46, was killed five weeks after extremists shot dead Mr Lakh Bakht Singh, a Congress (I) parliamentarian. Both men were on an extremist "hit list" for their part in the anti-Sikh riots in which 2,500 people died following Mrs Indira Gandhi's assassination.

Mr Gandhi rushed from his office to the hospital where Mr Dass was taken, to console the politician's family and several thousand people also gathered at the hospital to pay their respects to Mr Dass.

During Tuesday night's attacks in Punjab state, described by police as a co-ordinated offensive, extremists arrived at the homes and shops of victims on scooters.

The attacks were in districts such as Amritsar, Hoshiarpur, Gurdaspur and Jalandhar which are extremist strongholds.

The Press Trust of India said security officials were reviewing arrangements for the Punjab election, including a suggestion that candidates wear bullet-proof vests at all times.

The capital's police commissioner imposed a ban for the next seven days on gatherings of more than five people in New Delhi.

ANGLO PAY OFFER ERODED SUPPORT FOR STOPPAGE

Lessons of S.African miners strike

BY ANTHONY ROBINSON IN JOHANNESBURG

AS THE strike by South Africa's 550,000 black coal and gold miners fizzles out in the courts, both sides to the dispute will be holding post mortems.

For the black National Union of Mineworkers (NUM) the results have been mixed: an improved wage offer for 80 per cent of its membership but a sharp illustration of its vulnerability in non-unionised mines.

The Chamber of Mines, the employers' organisation, may be heaving a sigh of relief that a major confrontation has been averted but it will not have any illusions about the prospects it faces in the years to come. Even tougher negotiations are likely from a union which has rapidly gathered strength and negotiating expertise in the three years since its inception.

The critical point in the dispute came when the leading mining house, Anglo American, made a renewed pay offer which by accident or design helped weaken the union's determination to resist the employers in a united war.

With some 80 per cent of the NUM's 150,000 membership in Anglo mines, the offer, close to the union's original demands, eroded support for a national stoppage in the very mines where the NUM was at its strongest.

It always looked as though the NUM was in serious danger of over-reaching itself by threatening strike action against Gencor, Gold Fields of South Africa (GFSA) and Anglo-Vaal. These companies had balked at matching the improvement on the final minimum wage offer agreed by three other mining houses last month.

Suspension of the black coal and gold miners' strike on Tuesday night led to a large-scale, but confused, return to work at formerly strike-hit mines yesterday. Reports of attempted strike action at one shaft of the Hartbeestfontein mine owned by Anglovaal were denied by the company which said that it had dismissed 15 strikers after a warning but that both shifts had turned up for work normally yesterday.

Cold Fields of South Africa, which earlier had started processing the dismissal of around 5,000 strikers at its Deelkraal mine, reported that 90 per cent of workers turned up for the morning shift; this followed an announcement by the company that those workers who reported for their next normal shift would be re-instated. Both union

and management complained of large-scale intimidation during the strike and many of the 700 miners who failed to turn up for work fled into the surrounding bush to escape from teargassing and fights between strikers and non-strikers.

Meanwhile, Gencor, which dismissed 130 strikers on Tuesday from its Maricopa mine, continued processing the dismissal of a further 300 workers yesterday as the NUM sought an urgent court order to prevent the company evicting the dismissed workers.

Meanwhile, police reported that two national servicemen died when their armoured car crashed into another vehicle during a petrol strike through the black township of Grahamstown in the Eastern Cape.

If the union had been satisfied with securing higher than inflation pay rises for most of its members and of splitting the hitherto monolithic front of the employers' organisation, it could have counted this year's annual negotiating round an unequalled success.

Instead it is now in the embarrassing position of having been forced to suspend strike action after only three days in the face of determined resistance by the mining houses who used their own guards to isolate union activists and moved quickly to implement their

warning that strikers would be dismissed.

But there is little doubt that managements' determination to act forcibly against "intimidators" was based largely on their perception that there was little real stomach for a fight among the rank and file workers. They are mainly immigrants with having received increases in basic pay ranging from 14 to 19 per cent, were reluctant to risk their jobs for the sake of another 2 or 3 per cent at most.

It was clear from the beginning that the strike would not work out as planned. Little

more than normal absenteeism was noted at some of the seven mines targeted for strike action by the union. Anglovaal's Hartbeestfontein mine on the West Rand, the largest of the targeted mines, was virtually unaffected throughout the strike.

Those that were worst hit, GFSA's Deelkraal and Gencor's Beatrice, were not even on the list of targeted mines and the strikes there appeared to take management, and even the union by surprise. Estimates of the number of workers involved in strike action differ widely. But the Chamber of Mines estimate that no more than 14,000 workers out of a possible 62,000 were involved seems more accurate than the NUM's claim that at one stage 28,000 were involved. The total labour force at the affected mines is not as high as that.

Evidence that the strike had started badly and was losing momentum, and that management had started to evict workers from hostels before busing them back to distant homelands prompted Mr Cyril Ramaphosa, union general secretary, to run the industrial court in Pretoria on Tuesday seeking to prevent the eviction of workers.

The union is hoping that the industrial court will hand down a ruling which will provide legal guarantees against eviction and dismissal for workers who embark on strike action.

The legal issues involved are complex, but if the union secures such guarantees, it could significantly strengthen their hand in future disputes.

UK unions to debate S. Africa links, Page 7

Uganda peace talks resumed

BY MARY ANNE FITZGERALD IN NAIROBI

A PEACEFUL settlement between Uganda's two largest military factions, the Government's Uganda National Liberation Army and the underground National Resistance Army (NRA), remained elusive as a second round of talks opened in Nairobi, Kenya, yesterday.

While both sides expressed willingness to end the tribally-based fighting that has dogged Uganda for the past 15 years, their mutually intransigent positions overshadowed prospects for reaching agreement.

The eight-man Ugandan Government delegation was led by Col Wilson Toko, Defense Minister and Vice-Chairman of the ruling military council. The NRA guerrillas were represented by Mr Yoweri Museveni, their leader.

Two days of negotiations in Nai-

robi last week were adjourned inconclusively, ostensibly so that both sides could assess their positions.

"We must not have harsh words for each other. We must work together," Mr Olara Otunnu, Uganda's Foreign Minister and a member of the Government negotiating team, said to Mr Museveni in a brief exchange before the talks began.

Mr Museveni has so far displayed no inclination to compromise on his tough demands. He is seeking equal representation on the 12-man military council and is believed to want the influential post of Vice-Chairman for himself. The Government has offered the NRA a third of the seats.

Mr Museveni wants to integrate his troops - of whom there are

about 5,000 - into the army with ranking positions for his senior men. The army, dominated by northerners, has been accused of persecuting the people of southern and western Uganda, many of whom are NRA supporters.

Mr Museveni is also reported to have proposed that the tenure of the interim coalition Government, now six weeks old, be extended to three years. Gen Tito Okello announced at his swearing-in as head of state that elections would be held in 12 months.

Mr Museveni is in control of the Luwero triangle to the north of Kampala and has established bases as close as five miles from the capital. The NRA also operates freely within large parts of western Uganda.

Fresh violence in Sri Lanka

THE Sri Lanka Government imposed a 16-hour curfew on east Sri Lanka yesterday after eight soldiers were killed in fresh ethnic violence and several houses and shops were destroyed, Reuters reports from Colombo.

Official sources said the curfew was imposed on Trincomalee town because of "conflict between Tamil terrorists and Sinhalese villages."

Jordan warned by Israel

By Walter Ellis in Tel Aviv

THE Israeli Cabinet is expected to renew its warning to Jordan, to expel the operation command of the Palestine Liberation Organisation from its territory.

At a meeting yesterday of the inner Cabinet, Mr Ariel Sharon, the tough-talking Trade and Industry Minister, apparently persuaded his colleagues to take a strong line on the PLO in Jordan. King Hussein is likely to be reminded that Israel will strike at terrorists wherever they are found.

A leading government official stressed yesterday, however, that Israel was not seeking to threaten Jordan. It was simply a matter of reiterating existing policy on an issue of common interest. The official said that Mr Sharon's hard-line views were consistently voted down when they went beyond stated government policy.

A return to the "iron fist" policies of past years on the Israel-occupied West Bank looks increasingly likely in the wake of the recent spate of attacks there. Israel was not seeking to threaten Jordan. It was simply a matter of reiterating existing policy on an issue of common interest. The official said that Mr Sharon's hard-line views were consistently voted down when they went beyond stated government policy.

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Tunis urges workers to return home from Libya

BY ROGER MATTHEWS

TUNISIA IS to cut all trade links with Libya and is urging its remaining expatriate workers to return home. The decision marks a further and more serious deterioration in relations between the two countries.

Spurred off by Col Muammar Gaddafi's earlier expulsion of Tunisian workers, Mr Mohammed Mzali, the Tunisian Prime Minister, said yesterday that security forces had also seized quantities of explosives and arrested several Libyan nationals who had admitted to planning acts of sabotage.

About 25,000 Tunisians are believed to have been expelled from Libya in the past few weeks. Another estimated 70,000 could be affected if they all heed the Prime Minister's call to return home.

The loss of workers' remittances from Libya is potentially a more damaging blow to the fragile Tunisian economy than the loss of trade which accounts for only about 5 per cent of its exports.

Col Gaddafi has also been angered by the Egyptian authorities by similarly expelling some of their nationals. The presence of President Hosni Mubarak is understood to be wearing thin.

Libyan radio stations regularly broadcast propaganda calling for revolutions in both Tunisia and Egypt. In 1980 an expedition sent to Libya after an armed attack on the western Tunisian town of Gafsa with the government in Tunis accusing Col Gaddafi of arming and training Tunisian nationalists.

In January last year, Tunisia suffered a week of widespread rioting over attempts to increase the price of bread and other basic commodities. Nearly 100 people died before the army re-established control and President Bourguiba personally intervened to cancel the price rises.

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AMERICAN NEWS

Mounting losses force rethink on farm credits

BY STEWART FLEMING IN WASHINGTON

A CRISIS meeting of the board of Farm Credit Administration, the supervisory agency which monitors the federal farm credit system, was under way yesterday in the face of mounting losses which officials say could force the system to turn to the federal government for a bailout.

On Wall Street, where the farm credit system has financed itself through the public issue of some \$70bn (\$21bn) of bonds and notes, the price of the securities plunged in the face of reports that the FCA has reversed its recent stance and conceded that government financial support would probably be needed.

The mounting losses in the farm credit system as a result of thousands of farmers around the U.S. are expected to intensify political pressures in Congress where a major row is brewing over farm policy and the level of government crop support programmes.

Already there are fears that the deepening U.S. farm crisis threatens the traditional Republican stronghold.

Mr Ron Erickson, a spokesman for the farm credit system, confirmed yesterday that the board was meeting to consider alternative rescue schemes and that he expected a statement on its decision to be released later. The farm credit system was founded by the Government in the 1930s to provide land purchase and

operating loans to farmers. Today it is a co-operative system with some \$74bn of the total farm industry debt of around \$210bn in its portfolio.

Mr Erickson said that until recently the FCA had thought that if the farm economy began to improve and the system made the most efficient use of its capital a financial bailout would not be needed. Now, he said, the combination of bumper crops which will lower prices, and doubts about the ability of many farmers to repay this year's production loans, has led to a reassessment.

Mr Erickson said the options under discussion included the establishment of a new government agency to purchase the farm loans, leading institutions (including commercial banks), a government capital infusion into the system and changes in government financial support to farmers.

The Reagan Administration has been pushing for a reform of the Government's role in agriculture aimed at letting market forces work more freely. Evidence that the farm situation is still deteriorating and that the major group of farm lending institutions believes it is unable to cope with the deterioration in its loan portfolio promises to be another embarrassment for the White House and one which raises the prospect of another confrontation with Republicans in Congress.

Sarney's new team ponders its two-step with IMF

Mass resignations which last week rocked the five-month-old Sarney Government in Brazil may eventually lead to a break with the IMF. But, writes Andrew Whitley, the new economic team has been quick to reassure creditors that its debt commitments still stand.



Funaro: a pragmatist

untoward action are the simple facts that Brazil is right up to date with bank interest payments and has an easily demonstrated capability to keep on generating trade surpluses adequate to service its debt — at least for the next two to three years. Besides, Brazil still looks a much better bet than many other Third World debtors.

It is the trade surplus, likely to be about \$12bn this year, and the steadily growing foreign exchange reserves, which has led the "rejectionists" among Brazilian officials to a seductive, and apparently simple, conclusion. If the coun-

try does not need new money from the banks and if it can do without the IMF's proposed standby loan, why make the economy jump through hoops just to please the foreign creditors?

Venezuela is held up as an example of a country which has successfully resisted the embrace of an IMF austerity agreement and kept its bank creditors at bay throughout the debt crisis.

After the departure of Sr Dorelles and Sr Lencgruber, there is even less likelihood of Brazil accepting other disputed aspects of the proposed 16-year rescheduling agreement points such as the controversial re-

Brazil's favour, as is the decline of the dollar. The crunch is that there are politically crucial national elections coming up next year which will inevitably put heavy pressure on government spending.

At such a time the IMF is asking Brazil to make an impossible large adjustment effort on its public sector expenditure, according to Sr Luis Paulo Rosenberg, the presidential economic adviser and debt co-ordinator who will probably head the mission to Washington.

From a likely end 1985 operational deficit on public expenditure equivalent to 1 per cent, or possibly more, of GDP, the IMF is said to be asking Brazil to attain a 5 per cent surplus by December 1986. That is equivalent to taking \$13bn out of the productive economy in only 12 months, an amount more than the entire visible trade surplus.

Government hardliners on the bank debt are pressing for a string of "escape clauses" to be attached to the previous understanding that no compulsory loans would be raised for Brazil by the banks during the life of any multi-year rescheduling agreement (or Myra as it is known in the trade).

How the new appointees will respond is too early to say. On first indications, however, their public commitment to the Sarney line on the pre-eminent importance of economic growth and social justice suggests they may also be caught up in the mood.

St Funaro is very close to the President and is identified with the important Sao Paulo faction of the ruling Brazilian Democratic Movement Party, with its nationalist, left-wing and anti-IMF tendencies.

Last week's elections in the Sarney Cabinet led to a significant shift in its political balance, from being vaguely centrist to a clear centre-left position. It is also firmly established the ascendancy of the Sao Paulo politicians and economists in an alliance with a President they feel is moving their way. The omens for the IMF are not good.

USAF trainer jet in doubt

BY NANCY DUNNE IN WASHINGTON

THE Pentagon, in search of \$300m (\$21.5bn) in cuts from its proposed fiscal 1986 budget, is reportedly considering the cancellation of a \$5.5bn airforce training aircraft—produced by Fairchild Republic.

If the Pentagon goes ahead with the cut, it will be the second major cancellation in recent days. Last week, Mr Caspar Weinberger, Defence Secretary, called a halt in the development of the army's big anti-aircraft gun, the Diva, because it "didn't work well enough" to justify adding \$3bn to the \$1.5bn already spent on the project.

Congressional sources say the Pentagon's decision on the trainer jet is not yet final. The cancellation is expected to run

into opposition from Mr Joseph Addabbo, a New York Congressman and chairman of the House appropriations subcommittee on defence. The aircraft is manufactured in Fairchild Republic's plant on Long Island, New York, and its cancellation would mean the closure of the plant, according to a New York Times report.

The aircraft, the T-46A, is designed to replace the 30-year-old Cessna T-37 trainer. While the Pentagon has wanted to modernise its trainer aircraft, a June inspection by the airforce found "numerous management and production deficiencies" at Fairchild's plant and led to the suspension of \$4m in progress payments to the company, the New York Times said.

Anti-Pinochet protest staged by unions

By Mary Helen Spooner in Santiago

CHILE'S National Labour Command, along with a handful of small left wing groups, began a two-day protest against Sr Augusto Pinochet's regime yesterday, despite a lack of support from most Chilean political parties and the expressed opposition of the country's powerful Roman Catholic Church.

Cardinal Juan Fresno met with National Labour Command leaders Tuesday, asking them to avoid actions which could provoke outbreaks of violence. Nevertheless, the atmosphere in many parts of Santiago was tense, with barricades erected in poor and working class sections of the capital, where authorities despatched army troops to keep order. Police reported that at least six bombs exploded in the capital.

The Pinochet regime on Tuesday issued a communique referring to the "national accord for a transition to democracy" signed by 21 political leaders and distributed by the Santiago Archdiocese last week. The accord demanded an immediate end to the state of emergency, direct presidential and parliamentary elections and an investigation into human rights abuses.

Bolivia hit by strike over austerity cuts

BOLIVIA WAS virtually paralysed yesterday by a 48-hour strike called by labour unions in protest at harsh economic measures announced last week by the month-old Conservative government of President Victor Paz Estenssoro, AP reports from Bolivia.

The Government ordered police and armed forces on alert and warned that it will not permit disorderly acts or roadblocks.

The strike, called by the Bolivian union federation has hit mines, industries, many businesses, public transportation, gasoline sales, government offices and the central bank.

The federation which represents every major labour group in the country, instructed members to organise marches and threatened an indefinite general strike.

The Government last Thursday floated the peso, effectively devaluing it by 95 per cent, froze salaries until December, reorganised state companies, raised gasoline prices tenfold, authorised the dismissal of workers at state and private companies and removed price supports on food.

Guatemala faces crisis after widespread riots

BY ANSON NG IN GUATEMALA CITY

THE military-backed Government in Guatemala is weighing its options in the wake of serious civil unrest that culminated Tuesday with violent demonstrations at Guatemala City's San Carlos University and over 500 arrests. Foreign diplomats believe the Government of Gen Oscar Humberto Mejia is being asked to adopt a state of emergency or be obliged to rescind unpopular bus fare increases.

With presidential elections due on November 3, moderate politicians are urging the Government to reject the idea of a state of emergency which would seriously curtail political freedoms. Instead, Gen Mejia is being asked to consider a temporary subsidy to transport fares and to persuade the powerful private sector and trade unions to adopt a conciliatory approach to solving Guatemala's economic problems. The protests over a 50 per cent rise in transport fares re-

fect growing disillusion with the Government's efforts to implement an austerity plan. In July the price of some 20 basic products was pegged, but retailers have continued to mark up prices and inflation is now running at between 80 per cent and 100 per cent. The fall of the quetzal against the dollar, dollar transactions outside the banking system were banned last month but the Bank of Guatemala has been obliged to purchase dollars in the parallel market to pay for vital oil imports.

Led initially by secondary school students, the demonstrations against the increase in bus fares began peacefully last Monday but later turned into chaos. The Government is facing a severe cash shortage both in domestic revenue and foreign exchange. The biggest squeeze comes from \$476m required to service Guatemala's \$2.25bn foreign debt, equivalent to 36 per cent of export earnings.

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WORLD TRADE NEWS

Elation and dismay greet Singapore's latest move on copyright pirates

A RECENT Singapore police raid on a shop selling pirated music cassette tapes turned up an intriguing find: a compilation album which included songs by a Singaporean pop music group, Tokyo Square.

In the world's biggest music piracy centre, local artists and producers are now starting to suffer the fate of their better-known Western counterparts.

Apple Computer, a few days before this, had won a permanent High Court injunction forbidding 15 local companies from dealing in fake software. Apple had previously won two cases against retailers of counterfeit computer products, but the latest action on pirated software was a breakthrough.

Both developments occurred around the time of a visit by a high-powered U.S. Government technical delegation specialising in intellectual property. The team, which included experts from the Library of Congress's Copyright Office and from the Patent and Trademark Office, pored over a draft copy of Singapore's proposed new Copyright Law—a bulky document long-

awaited by foreign publishers, producers, performers and authors, not to mention computer companies.

These interests all see Singapore as a pirate's haven. The island state exports tens of millions of illicit pre-recorded cassette tapes annually, sells copies of widely-used computer software at a fraction of normal retail costs and reproduces bootleg photocopies of expensive textbooks at student-budget prices. The draft law is Singapore's most significant response yet to the international pressure for change.

From what both Singapore officials and interested outside parties are saying, a mixture of elation and dismay seems likely to greet this latest step forward, reflecting what is plainly a delicate balance of domestic and international forces on a sensitive issue.

The elation is over the sheer quality of the proposed legislation. Based almost exclusively on Australia's copyright law—pirated," remarks one observer wryly—it is the most up-to-date in the world, taking into

account modern developments in the computer electronics field.

If the legislation is passed in its existing form, it is reckoned that publishers and producers abroad ought to feel satisfied.

The "if," however, points to one reason for probable dismay. The draft legislation must go to Government ministries for comment, and it is unlikely to survive unscathed.

After revision and submission to Parliament, it is still likely to be the subject of exhaustive public hearings, to give the public—meaning pirates and consumers—a chance to modify it further.

This in turn underscores a second reason for dismay. The modified Bill, it seems, is unlikely to become law for up to 18 months, perhaps even longer given the infrequency of parliamentary sittings. The collapse in Singapore's legendary growth rate this year—it expects zero or negative growth for the first time since independence—will not help.

There are other problems.

The draft law appears to be weak, for example, in relation to penalties. Although it is understood to increase existing penalties fivefold, some believe this is not enough to combat the export of pirate cassettes by the container-load.

The idea of dealing with

bilateral arrangements with other countries. The latter, however, would probably be unnecessary if Singapore simply acceded to the Universal Copyright Convention.

A separate question is whether Singapore might now be hedging the passage of legis-

lation with requests for special action by the interests abroad pressing for change.

For example, a statement issued after the consultations with the U.S. technical team declared: "The Singapore side expressed the view that the issue of intellectual property rights infringement should be looked at in its totality, and suggested that business enter-

prises in both countries co-operate and try to arrive at a mutually acceptable arrangement to protect tapes and books at prices within the reach of the general public."

A Singapore official has pointed out even more specifically in relation to the pirate music business that any solution "needs to take into account the interests of the recording industry in Singapore and of Singapore consumers." He suggests that licensing arrangements be offered by international companies abroad.

This is unlikely to be acceptable to the industries concerned, and is clearly more of a policy and economic question rather than a technical, legal one related directly to the draft law.

It is difficult to see how such proposed arrangements would be made contingent on legislation being passed. The International Federation of Phonogram and Videogram Producers (IFPI), which defends the rights of producers of sound

and video recordings, was quick to knock on the head any hints that the Singapore pirates somehow be "legitimised."

The IFPI said the whole music industry, including composers and performers, could benefit from a new copyright law. It pointed out that its objective was to reverse the retrenchment caused by international record companies leaving pirate-infested Singapore.

The Federation added that by stimulating competition, a new law would also benefit the consumer, who would have better quality products and a wider choice of material.

The IFPI has received Singapore's help in making raids on the pirate retailers, but it finds the process under the present antiquated law fraught with technical difficulties. Just as painstakingly, a group of British book publishers earlier this year secured a landmark decision from the Singapore High Court, which ruled in their favour against a local seller of pirated textbooks.

The focus of their activity,

Textbooks and software will have to be made easily available to its students. But as the pop group Tokyo Square has discovered with its pirated music, there comes a point when this approach is self-defeating.

No one doubts that legislation could be enacted virtually overnight if that is the will of Singapore's powerful leadership. But it looks as though things will take somewhat longer.



Chris Sherwell looks at the way in which Singapore intends to tackle intellectual piracy through a new draft law.

piracy as a civil instead of a criminal offence, punished with fines and confiscations rather than jail terms, will keep Singapore out of line with the practice in other countries, a somewhat contradictory position having opted to go this far.

The draft law is also believed to provide both for accession to international conventions (with-out spelling out which) and for

action with requests for special action by the interests abroad pressing for change.

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Warning on Hungary currency earnings

BY LESLIE COLTITT IN BERLIN

HUNGARY'S plummeting hard-currency earnings in the first half of this year suggests that the favourable trend in convertible currency trade has come to an end, according to the Hungarian Chamber of Commerce.

A longer-term sharp reduction in Hungary's hard-currency earnings would affect the country's ability to repay its debts which have been steadily reduced in recent years and stood at \$4.5bn (£3.2bn) last December.

The Chamber noted that as

a result of structural limitations, the Hungarian economy was unable to fully exploit the opportunities offered by the present boom in world trade. In addition, it said falling dollar prices for food and some other exports contributed to the drop in earnings.

The Chamber noted in a recent information bulletin that Hungary had a "considerable passive balance" in the first half of this year compared with a trade surplus of nearly \$300m in the same period last year. Hungary had planned on a

\$700m surplus this year after earnings \$600m in 1984.

The Chamber said the major present worry was that industrial output would fall to meet the targets set in the plan and that products which can be sold for hard currency will be in short supply.

Hard currency imports rose 5 per cent in the first half year, much faster than planned, while exports declined by nearly 2 per cent. More than \$170m was spent on additional oil, natural gas and coal imports as a result of the bitter cold last winter.

Swedes hit at U.S. trend to protection

By David Brown in Stockholm

THE GOVERNMENT in Stockholm has issued a strong condemnation of growing protectionist trends in the U.S., and has sharply attacked a recent U.S. Commerce Department decision to impose a new countervailing duty on certain Swedish steel products.

Criticising the influence of Washington lobbyists in Congress, Mr Mats Hellström, Swedish Trade Minister, said a "boiling cauldron" of protectionist legislation had drawn America's commitment to free trade into serious question.

Leading officials from the 73 per cent state-owned SSAB steel group recently returned from Washington where they testified before the International Trade Commission in a last-ditch attempt to stave off the new 8.77 per cent duty before a final judgment on September 25.

The duty, expected to affect SSAB's sales of mainly thin and heavy plate worth SKr 500m (£43m) or half its total turnover in the U.S., has been used for "purely protectionist purposes," Mr Hellström suggested.

Officials from SSAB said the duty would make it impossible to remain competitive on the U.S. market, particularly in light of the falling dollar rate.

The duty was decided following an allegation by U.S. Steel and Bethlehem Steel that financial support received by SSAB from the Swedish Government during its restructuring—which ended in 1981—has given it an unfair competitive advantage on the U.S. market.

"The restructuring of the Swedish steel industry was in full accordance with OECD and GATT norms," said Mr Hellström, referring to a total SKr 6bn in capital injections and loans received from the Government during the restructuring period.

The group is now highly profitable and cites balanced capacity, modern facilities, and low raw material and labour costs as among the reasons for its competitiveness.

Pressures on Third World 'distorting trade'

BY ANATOLE KALETSKY

THE PRESSURES on many Third World debtor-countries to generate large trade surpluses are exacerbating protectionism, distorting the structure of international trade and frustrating hopes of economic development in the Third World.

As a result of these adverse trends, the present approach to the international debt problem will eventually become unsustainable.

However, there is little hope of an improvement in Third World debt prospects unless the industrialised countries realign their macroeconomic policies to achieve lower interest rates and faster, more balanced economic growth.

These are the main conclusions of the annual Trade and Development Report published today by the United Nations Conference on Trade and Development (UNCTAD).

UNCTAD's Geneva-based Secretariat calculates that resource transfers from developing countries to their bank creditors grew from \$22.5bn (\$16bn) this year to \$40bn by 1985.

The "unprecedented" trade surpluses required to finance these transfers are a major cause of inflationary pressure in the developing countries and of steady growth of protectionist barriers.

UNCTAD calculates that one-third of the developing countries' total exports and 65 per cent of their key manufacturing exports are now subject to tariff or non-tariff measures.

UNCTAD projects that, on current trends, economic growth in the developing countries will average 3½ per cent a year between 1985 and 1995.

This growth rate is 1½ percentage points below the projections recently published by the World Bank and the IMF. It would leave GNP per capita

of the starting capital, with the remaining 40 per cent contributed by the Indonesian companies.

The plant is expected to have an output of 27,000 tons of cast iron a year and, if the deal is completed this year, should start production early in the next decade.

Kieran Cooke adds: The plant is part of Indonesia's programme for complete vehicle manufacture within the country. Indonesia, with a population of more than 160m, is by far the biggest market for Japan's cars in South-East Asia.

However, over the past 18 months, the market has been in a deep slump and last year, Indonesia's car assemblers produced only 153,670 units.

Mr Bill Reed, managing director of Semiconductor Equipment and Materials Institute (Semt), an international trade association, said his organisation does not agree with the U.S. Semiconductor Industries Association on its recent trade complaint to the U.S. Government against Japanese semiconductor makers. Semi members, he said, will continue actively to sell equipment to Japanese makers who want to build more semiconductor plants.

lower in 1990 than in 1980.

UNCTAD's figures are gloomier than the other international institutions, largely because it assumes a growth rate of only 2.8 per cent in the industrialised against the IMF's 3.1 per cent and a real interest rate of around 6 per cent, compared with the IMF's 3.9 per cent.

Alternative scenarios presented in the report suggest that larger financial flows alone would offer little hope to the debtor countries.

To achieve 4½ per cent growth within the global macroeconomic environment assumed by UNCTAD, debts would have to grow at rate of 9 per cent a year from 1985 to 1990 and 16 per cent from 1990 to 1995.

In its "optimistic scenario," on the other hand, UNCTAD postulates an acceleration in the industrialised countries' growth rate to around 3½ per cent a year, accompanied by a

decline of 3.5 percentage points in interest rates, a doubling of overseas development aid and a small improvement in the developing countries' share of world trade.

This would be sufficient to allow all groups of developing countries, including the poorest, to grow by 6 per cent in the 1990s, while simultaneously improving their debt positions.

Such an improvement in macroeconomic conditions could be achieved, according to UNCTAD, by a "major relaxation" of U.S. monetary policy, accompanied by a realignment of fiscal policies between the U.S. and other industrialised countries.

To maximise the impact on the debt problem and development generally, these changes would have to be accompanied with economic reforms within developing countries and improvements in the international trading system, the report says.

Japan in Indonesia engine talks

BY CARLA RAPOPORT IN TOKYO

SEVEN JAPANESE car makers are discussing plans for a joint venture with state-owned and private Indonesian companies to build a \$115m (£92m) casting plant for car engine production.

Mitsubishi Motors, one of the seven Japanese carmakers involved, confirmed yesterday that it has been discussing the joint venture but said it was not "in a position to talk about it yet."

It is understood, however, that the six other carmakers involved are Toyota, Daihatsu, Suzuki, Isuzu, Hino Motors and Mazda.

The Japanese partners are expected to put up 60 per cent

of the starting capital, with the remaining 40 per cent contributed by the Indonesian companies.

The plant is expected to have an output of 27,000 tons of cast iron a year and, if the deal is completed this year, should start production early in the next decade.

Kieran Cooke adds: The plant is part of Indonesia's programme for complete vehicle manufacture within the country. Indonesia, with a population of more than 160m, is by far the biggest market for Japan's cars in South-East Asia.

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national companies, he added.

The new ruling will also allow foreign banks in Indonesia, which can only operate in Jakarta, to extend export credits to companies operating outside the capital.

Bank Indonesia is also to extend the four-month period of liquidity credits available to state, national and foreign banks to facilitate the export credit scheme.

Bank Indonesia's export credits are extended through state, private and foreign banks at a subsidised interest rate of 9 per cent a year. The central bank governor said the bank would soon issue a ruling extending the facility to joint ventures.

Joint ventures would have to provide at least 30 per cent of the funds to finance exports compared with 15 per cent for

Dutch impose conditions on Polish credits

By Christopher Bobinski in Warsaw

POLAND'S request for new Dutch-backed trade credits can only be considered in the light of Warsaw's performance this year in making payments arising from the recent rescheduling agreement with western governments.

This message to Polish officials has come from Mr Fritz Bolkestein, the Dutch Foreign Trade Minister, who left Warsaw yesterday after a two-day visit. The visit, the most senior by a Dutch official to Poland since the martial law clampdown in 1981, came shortly after the Austrian Government had pledged \$40m (£28m) worth of credits to Poland.

The Austrian promise followed the signing of an agreement in the Paris Club in mid-July rescheduling \$12bn-worth of debt payments which fell due to 17 Western governments between 1982 and 1984.

Poland had been hoping that fresh Western credits would help fulfil the terms of the Paris Club agreement, especially on this year's payments and the Dutch stance is likely to prove a disappointment.

Jakarta to widen export credit

INDONESIA'S Central Bank is to extend export credit which has been available to domestic companies to foreign joint venture companies, Reuters reports from Jakarta.

Mr Arifin Stregar, the central bank governor, said the credit would boost exports by joint ventures, which accounted for 20 per cent of Indonesia's \$5.8bn (£4.1bn) exports, excluding oil, gas and tin last year.

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Joint ventures would have to provide at least 30 per cent of the funds to finance exports compared with 15 per cent for

national companies, he added.

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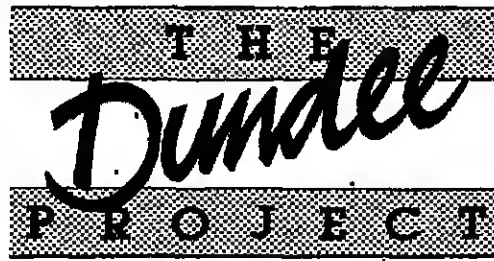
DUNDEE

The Scottish Development Agency, as part of the Dundee Project, is seeking private sector partners for an imaginative development on the River Tay Waterfront. This 30-acre city centre site has Enterprise Zone status. The Agency is in the final stages of assembling the land and has undertaken marketing assessments which indicate demand for commercial, residential, industrial and leisure-related uses. The overall development package involving private and public investment is estimated to be in excess of £20 million.

CENTRAL WATERFRONT ENTERPRISE ZONE

The Agency wishes to establish a short list of private developers capable of funding and implementing the project. A detailed brief will be issued to selected developers in mid-October. Those wishing to be considered should obtain an introductory statement from the Agency at the address below. Parties who have already expressed an interest will have the invitation statement forwarded to them.

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Nethergate Centre,
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Tel: (0382) 29122.



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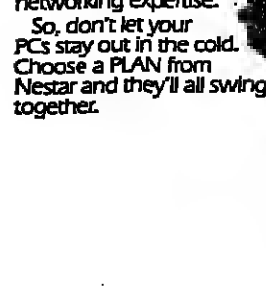
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Interest on the Notes will cease to accrue on September 25, 1985. The September 25, 1985 coupons should be detached and presented for payment in the usual manner. The Notes will carry an interest rate of 10½% per annum with a coupon amount of \$27.15.

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New York, New York 10116

Payment of principal and interest will also be made against the surrender of Notes at: The Long-Term Credit Bank of Japan, Ltd. in London and Tokyo, Banque Bruxelles Lambert S.A. in Brussels, Banque Internationale à Luxembourg S.A. in Luxembourg, The Development Bank of Singapore Ltd. in Singapore, The Hong Kong and Shanghai Banking Corporation in Hong Kong, Kreditbank N.V. in Brussels and the Oversea-Chinese Banking Corp. Ltd. in Singapore.

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UK NEWS

Thatcher makes further reshuffle of ministers

BY JOHN HUNT

MR CHRISTOPHER PATTEN, who has been closely associated with the talks between the British and Irish governments over the future of Northern Ireland, has been moved from the Northern Ireland Office to Mrs Margaret Thatcher's reshuffle of junior ministers announced last night.

Mr Douglas Hurd, who as Northern Ireland Secretary initiated the talks, was moved to the Home Office in the main Cabinet reshuffle on Monday.

In last night's changes, Mr Patten, a leading Tory "wet" (on the left of the party) leaves his job as Under Secretary for Northern Ireland to become Minister of State at the Department of Education and Science, and second to Sir Keith Joseph.

This is a move to strengthen the beleaguered Department of Education, where Sir Keith has been under intense pressure during the drawn out teachers' dispute.

The appointment of 41-year-old

Mr Patten, a former company director who is a first-rate debater in the House of Commons, is a clear sign that the Prime Minister wishes to give education a new impetus in the run-up to the next general election.

The department has been without a minister of state since the departure of Baroness Young in 1981.

The Northern Ireland move means that both the leading figures associated with the controversial talks with the Dublin Government have now been switched. This will be a further disappointment to Irish ministers who are eager to pursue the discussions.

Mr Patten, who moved to the Northern Ireland Office after the 1983 general election, is being replaced by another Tory "wet" from backbenches, Mr Richard Needham.

It is significant that Mrs Thatcher has seen fit to retain one "wet", Mr Patten, in an influential post while promoting another, Mr Needham, who has been involved in

several rebellions against government policy in the voting lobbies. Following the promotion of Mr Kenneth Baker to Environment Secretary earlier this week, it indicates that the Prime Minister is at least making a gesture towards having a broader spectrum of opinion in her Government.

Mr Needham's promotion was also taken as a sign that, despite the switches in the Northern Ireland Office, the Government still wants to keep the talks open with Dublin. Mr Needham, 43, is an Irish peer, the sixth Earl of Kilmorey, with family connections in the republic.

There is also a promotion and a new appointment at the Foreign Office to fill the gap left by Mr Richard Luce, who has become the new Minister for the Arts.

Mr Timothy Breen, aged 58, moves up from Parliamentary Under-Secretary to Minister of State, where he is likely to take over Mr Luce's brief of Hong Kong and the Far East.

Support by Bank to Pretoria ruled out

By Our Political Staff

MRS MARGARET THATCHER, said last night that there was no question of the Bank of England giving financial support, directly or indirectly to the South African Government in present circumstances.

In a letter to Mr Neil Kinnock, the Labour leader, she said there was no need for the Government to give special directions to the Bank on the matter.

"The Government remains utterly opposed to the system of apartheid in South Africa and has said so repeatedly," said the Prime Minister.

Her statement is a rebuff to Dr Gerhard de Kock, Governor of the South African Reserve Bank, who has held talks at the Bank of England in the last days before going on to the U.S.

Dr de Kock has been visiting Europe to pursue a plan to win assistance for South Africa to tide it over its economic difficulties. These include seeking emergency short-term borrowing from central banks and persuading the banks to urge their clearing banks to renew credit lines.

Philip Stephens adds in his talks with the Bank of England, Dr de Kock did not ask for any direct assistance.

The Bank's view is that its role is not to bail out South Africa, but to minimise the impact of Johannesburg's debt moratorium.

David Thomas examines new evidence on TUC members' investments in S. Africa shares held by 7 unions

SEVEN major unions were reported yesterday to hold shares in companies which have South African interests. News of the investments, given on the eve of today's debate on South Africa at Blackpool, prompted pledges of immediate action from two union leaders.

Mr Rodney Bickerstaffe, general secretary of the National Union of Public Employees (NUPE), said: "It is NUPE's clear policy not to invest in South Africa and our investment managers have been instructed accordingly."

"If there is information that we hold shares in companies active in South Africa, I will act immediately on this."

A similar pledge was given by Mr Fred Binks, treasurer of the Union of Communications Workers (UCW).

The list of unions with holdings includes the National Union of Seamen. It was drawn up from returns supplied by the Certification Officer - the Government-appointed official to whom unions submit annual accounts.

In most cases the value of the equities held by the unions is low in absolute terms but high in relation to their total assets. Calls will also include seeking emergency short-term borrowing from central banks and persuading the banks to urge their clearing banks to renew credit lines.

Several unions are reported to hold shares in BTR, which the TUC claims has been offering black workers in its South African subsidiary pay rates below those recommended by the European Commission.

Trade unions are one of the few groups with clout opposed to British

UK COMPANIES and their associates employ more than 350,000 people in South Africa - 7 per cent of total employees - the Labour Research Department says in its monthly report published today. The report identifies 66 British companies employing at least 500 workers in South Africa, with the top 10 companies employing a total of 99,000.

UK-owned investment, says Labour Research, totals £3bn but in each of the five years from 1978 to 1982 (the last year for which figures are available) net funds have flowed out of South Africa - the only major area of UK investment where this has happened.

"There are some signs that in British boardrooms the political risks of investment in South Africa are increasingly judged to outweigh the economic gains, and British companies are reducing their involvement," says the report.

Metal Box had sold its controlling interest in Metal Box South Africa to Barlow Rand, one of South Africa's biggest companies. Associated British Foods had cut its South African stake, and British Electric Traction had reduced its holdings in United Passenger Transport Holdings. Most recently, Barclays and Standard Chartered banks had seen their interest diluted.

However, the latest returns show this is not the case. The table is based on work by the Ethical Investment Research and Information Service, a church-based group which holds information on computer on the South African interests of most major British companies.

Both the UCW and the seamen's union have taken part in boycott action against South Africa. It was suggested yesterday that the fact that they have holdings in some British companies reflected a failure by investment managers to carry out instructions.

● A potentially more powerful, though more complex, instrument for unions is their member trustees on the boards of pension funds. The TUC has advised union trustees to avoid direct investment in South Africa or in British companies whose subsidiaries fail to observe the European Commission's code of conduct for the treatment of black workers. The response so far, however, seems to be patchy.

Mr Tom Schuller will soon publish a book reporting on a survey of 250 pension fund trustees. He found South African investments have been queried in only a handful of cases.

An exception is the giant Post Office-British Telecom fund. Mr Ken Thomas, a union trustee of the fund, says because of pressure from the union trustees, the fund has no direct investments in South Africa.

One consideration which has deterred union trustees is their legal duty to maximise returns on investment.

● Supporting South African unions is a more traditional activity for British unions. The TUC has an official working full-time on this in its international department. Besides training black trade union officials, the TUC alerts British unions to disputes in South African subsidiaries of British companies. Most British unions have a good record in taking up such cases. The TUC points to the settlement of a strike in ICI's South African associate in July as a successful example.

● Finally, there is direct union action. Relatively rare in Britain, it includes one of the most spectacular cases of union protest against South Africa - the blacking of mail by the UCW in the 1970s, a move which landed the union in court.

OfTel examines BT price rise

BY JASON CRISP

THE OFFICE of Telecommunications (OfTel) has warned it may try to modify British Telecom's licence if it has abused its monopoly position by increasing the price of private leased telephone circuits too much.

OfTel, the regulatory body set up to ensure fair competition after BT was privatised, announced yesterday it had started a full investigation into private leased circuits following a 12 per cent price increase on September 1.

The investigation may have important implications for companies which want to provide new communications services using BT's private circuits.

The price of private circuits will be particularly critical if the Government permits companies to offer a general telephone service by

reselling capacity on circuits provided either by BT or Mercury, its only network competitor. (The Government said in BT's prospectus last year that straightforward resale would not be permitted before 1989).

OfTel tried to start an investigation into private circuits in February after it received complaints about price increases for "access lines" - a particular type of private circuit. At the time it was thwarted by BT, which successfully argued that private circuit prices had not risen since OfTel was formed. This week's price increases from BT have given OfTel the power to make a full investigation into the area.

Professor Bryan Carsberg, director general of OfTel, said yesterday: "BT's licence does not contain any specific provisions relating to the

pricing of access lines and leased lines. I have a general duty to satisfy myself that BT is providing good services to consumers, as regards price, quality and variety and, in that context, to ensure that it is not abusing its monopoly power."

OfTel's initial investigations into access lines appear to show that BT is not making excessive profits from its private circuit business. Prof Carsberg says he has already received information from BT about profits from private leased lines.

BT last put up prices of its most commonly used private circuits in April 1983 when they rose sharply. BT points out that the latest 12 per cent increase is fractionally below the rate of inflation since then. However, its special digital circuits went up by about 10 per cent just over a year ago.

Telecom investors confront chairman

BY ARTHUR SMITH

SIR GEORGE JEFFERSON, 64-year-old chairman of British Telecom, acknowledged that the first annual meeting of his newly privatised company yesterday might be "a unique and historic day."

But there are few private-sector chairmen who, after promising shareholders "another operational and financially successful year," would come under attack for the size and morality of their own rise - in Sir George's case by 32 per cent to £111,000.

Sir George, a diminutive figure against the showbiz background of the arena at Birmingham's National Exhibition Centre, was paid a backhanded compliment by one of the small shareholders in the British company that boasts the most small shareholders: "We do have a British chairman and not an import

from America." But Sir George might look longingly back to the security of running a nationalised industry.

When he pointed out, after more than two hours of questioning from shareholders, that that was the normal period for an annual meeting, he was subjected to nearly 15 minutes of points of order and entreaties from a woman shareholder that the meeting should not be closed. Throughout, he was imperious.

BT, at pains to point out that this was merely a normal annual meeting - albeit the biggest yet held in Britain, with about 4,000 present - staged something of a technological breakthrough.

Shareholders, like the chairman, saw their images thrown up on giant cinema screens as they posed questions. Sir George might have

been through four days of rehearsals, guided by top public-relations professionals, but he needed all his wits.

Mr Alan Neate, a 73-year-old with 1,600 shares, was complimentary about the corporation's engineering. But he asked why payments to the board had climbed since privatisation from £489,000 to £803,000. At a time when redundancies and pay restraints were the order of the day, he told the board: "You are, in my opinion, a miserable lot."

A diffident Sir George pointed out that his salary was fixed by his non-executive directors. He could have refused the increase, but there did come a time when it was important to get the salary right at the top of an organisation to ensure the rewards were available to those below.

Semi-Annual Report of Sandvik AB, Sweden

Notice is hereby given that copies of the Semi-Annual Report of Sandvik AB covering the first half of the 1985 activities will be available - from September 9th - at the office of Credit Suisse First Boston Ltd, 22 Bishopsgate, London EC2N 4BQ.

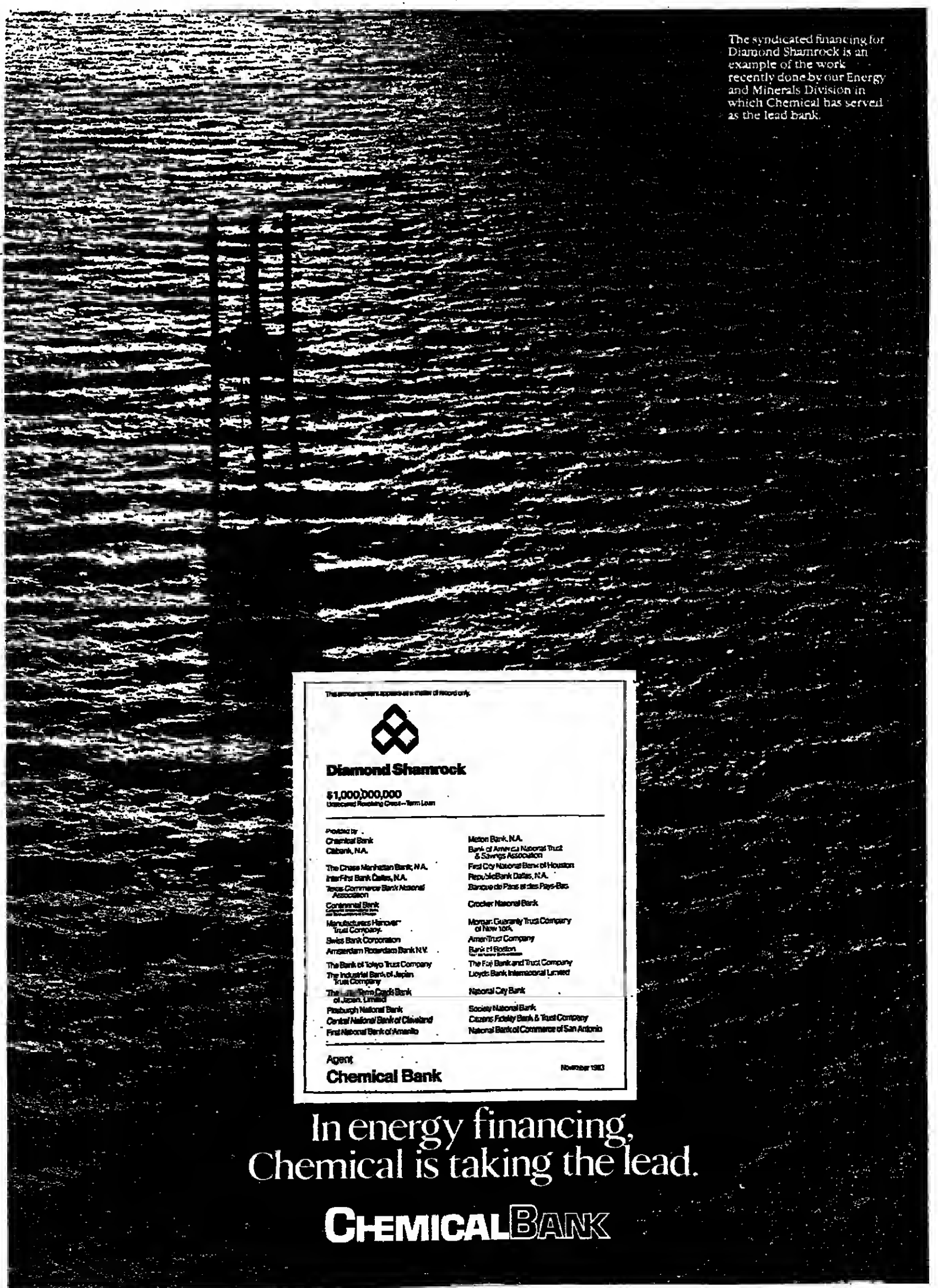
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UK NEWS

European DBS plan launched by Granada TV

BY RAYMOND SNOODY

GRANADA Television is starting to explore the possibility of trying to create an international direct broadcasting by satellite (DBS) operation to cover most of Western Europe.

Mr Andrew Quinn, a director of Granada Television, will have informal talks with officials from the European Space Agency next week to see whether such a project might be viable for the end of the decade. Granada believes a single-satellite system delivering as many as 10 channels to the key markets of the UK, France and West Germany might be an attractive commercial proposition.

Mr Quinn was co-ordinator of the "21-Club" - the BBC/ITV non-broadcasting grouping which decided in June against going ahead with a purely British DBS venture.

Mr Quinn now believes only a pan-European consumer market will be large enough to cope with the huge fixed costs of putting up high-power satellites.

The aim would be to deliver extra programmes to receiving dishes as small as 0.45m on individual homes. Mr Quinn plans to have talks with the Department of Trade and Industry to try to get the necessary political backing for a multi-national approach to satellite broadcasting.

On Tuesday the Independent Broadcasting Authority (IBA) asked for approaches from organisations interested in mounting one or more channels of British DBS. Granada believes the 1977 decision to give each country in Europe

five DBS channels for single-nation DBS projects now looks to be mistaken.

One possibility would be for an organisation such as the European Space Agency, perhaps backed by national telecom administrations, to launch and operate multi-channel DBS satellites.

Programme providers from all over Western Europe could, as "publishers", lease individual channels on a commercial basis.

The Granada suggestion is one of a number being considered in the wake of the collapse of the British DBS venture.

The ITV companies, for instance, are talking to the BBC about the possibility of jointly operating a "best-of-British" cable "superchannel" to be carried on an existing telecommunications satellite to cable television operators in Europe.

The ITV companies are due to take a decision on whether or not to go ahead with the superchannel next month.

Thames Television, the largest ITV company, made a pre-tax loss of £4.8m on its main British television operations last year, Mr Hugh Dundas, the Thames chairman, said yesterday.

In his annual report for the year ending March 31 Mr Dundas said Thames profits of £3.7m were entirely dependent on a £13.6m contribution from international programme sales.

"Employees and shareholders alike must regard that situation with concern," Mr Dundas said.

Jobs for graduates on the increase

By Robin Paulley

BRITAIN is one of the few countries in which employment prospects for graduates and highly qualified professionals are improving, according to an analysis by the International Labour Office in Geneva.

In the U.S. more than half of new doctors of philosophy cannot find the type of employment for which they were trained and unemployment among chemists and chemical engineers reached its highest level for a decade in 1983.

In West Germany the number of jobless graduates has quadrupled to 115,000 during the past four years, with teachers, engineers, natural scientists, lawyers and economists being particularly badly affected. In France nearly 60,000 managerial and supervisory staff were on the unemployment lists by 1984 and in Switzerland graduate unemployment has moved from 2 per cent to 5 per cent in the past few years, outpacing the increase in the overall unemployment rate.

But in Britain the number of job vacancies for graduates has increased in the banking, insurance, engineering and computer sectors, with the result that a higher proportion of graduates found work in 1983 than in 1982, against the international trend.

The ILO found that throughout the industrialised world women graduates faced more difficulties than men in finding and keeping professional jobs, indicating that the bias against women continued to operate strongly.

John Hunt looks at the issue of divulging privileged information from parliament

Press and MPs face penalties for 'leaks'

TOUGHER PENALTIES for journalists and MPs who break the rules of parliamentary privilege by leaking important information from select committees are proposed in a report published yesterday.

The premature disclosure of reports in the process of being drawn up by house of Commons watchdog committees has long been a source of friction between journalists and the parliamentary establishment.

Now the House of Commons committee of privileges, which investigates complaints of such breaches, has proposed that any editor or journalist working for an organisation found guilty of publishing such leaks should be suspended from the parliamentary lobby or press gallery for a specified period.

That would mean that the journal, newspaper or broadcasting organisation would find it almost

impossible adequately to report parliament while the penalty was in force.

A particular difficulty for the committee was the inconvenient fact that journalists can only leak information from a private session of a select committee if it is passed on to them by a sympathetic MP who is serving on it.

After much anguished reflection, the all-party privileges committee, presided over by Mr John Biffen, Leader of the House of Commons, has recommended that any MP found guilty of such conduct should be removed from the committee.

The report says it is clear that most of the leaks are the deliberate work of MPs on committees, "acting for political or personal motives." Leaks usually occur, it says, through a political desire to undermine the chairman's draft report, a

wish to influence the decision a committee will take or a wish to maintain good relations with a journalist.

Darkly, it adds that it cannot ignore another possible motive for leaks from MPs - financial. Although no case of payments to MPs for leaks have been discovered in recent years, "the danger is inevitably there," it says.

A long amendment proposing that all protection of privilege should be removed from committee proceedings was proposed by left-winger Tony Benn during the course of the privileges committee's deliberations.

Not unexpectedly, the committee rejected the amendment by 11 votes to two, with only Mr Ian Mordaunt, other veteran left-winger, supporting Mr Benn.

Outsiders will be mystified as to

why such privileges are necessary at all. Traditionally, it is argued that privilege is necessary for a committee to reach an unbiased conclusion without outside pressures being brought to bear on it. The present rules date from a resolution of the House of Commons passed in 1837. That has since been modified by allowing select-committee evidence to be taken in public and allowing some submissions to be published.

There has been a long tradition to breach of the regulations by journalists. The present report stemmed from an item in The Times diary on March 6 concerning investigation by the House of Commons home affairs committee on whether some of the activities of the Special Branch posed a threat to civil liberties.

The committee's draft report, leaked to The Times, exonerated the Special Branch. The Times suggested that Labour MPs on the committee suspected that the whole investigation had been a "white-wash" from the beginning.

As a result, the privileges committee ruled that the draft report had been "improperly disclosed by a person or persons unknown" and that The Times was guilty of a serious contempt of the House of Commons. Nevertheless it recommended that no further action be taken.

That outcome was typical of cases in the past. As the committee observes in its latest report: "The basic dilemma facing the House and your committee is that the clear rules of the House have frequently been broken but that all concerned are aware of the difficulty of enforcing those rules."

New car sales close to record monthly figure

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

CAR SALES last month, boosted by intense promotional activity, heavy discounting and the manufacturers' public warnings that price increases were on the way, came close to the record monthly total of 374,599 set in August 1983.

With registrations for the last two days of August still to be counted, they had already reached 344,000 - far ahead of the industry's most optimistic forecasts that about 330,000 new cars would be sold.

The flood of sales has remained so strong - at between 6,000 to 10,000 a day - that the Society of

Motor Manufacturers and Traders has had to delay by a day its analysis of the statistics. It will now be published tomorrow.

While the sales total has taken the industry by surprise, the manufacturers' shares are in line with expectations. After 29 days of August, Ford has 27.3 per cent of sales, BL 17.2 per cent and General Motors, the Vauxhall-Opel group, just under 16 per cent.

The record monthly registrations total was set when the "A" prefix was introduced to registration plates.

Owen set to outflank his critics at Social Democrat congress

BY IVOR OWEN

CRITICS OF Dr David Owen, who believe that the Social Democrats have become too right-wing under his leadership, look like being outflanked at the party's annual assembly in Torquay, which opens on Saturday.

They will find him in unrepentant mood, although probably ready to accept a motion, to be debated by the Council of Social Democracy next Tuesday, reaffirming the party's original objective to establish itself on the centre-left of politics.

The motion emphasises the need for the SDP to attract both former Labour and Conservative supporters, not out of negative disillusion, but through "a positive conviction."

Dr Owen is fully aware that his advocacy of the social market economy and of legislative action to curb unrepresentative trade union militants, which would go beyond

that already introduced by the Government, is likely to strain the loyalty of some sections of the SDP. However he is assured of vigorous support during the debate.

The success of his tactics in seizing every available opportunity to highlight the distinctive contribution which the SDP makes to the Alliance and to minimise the disadvantage it suffers through being so heavily outnumbered by the Liberals in the House of Commons is widely admired.

Strategists in the SDP hierarchy also realise - though it is not a matter they are prepared to discuss in public - that Dr Owen's refusal to allow the SDP to become identified with the left-wing elements in the Liberal Party or to be seen to be occupying a subsidiary role to that of Mr David Steel, the Liberal leader, is likely to prove of increasing importance in the run-up to the next general election.

Mrs Thatcher and her advisers see the challenge presented by SDP candidates in seats at present held by Conservative MPs as potentially far more damaging than that likely to be faced from the Liberals, particularly if their attempts to depict Mr Steel as a prisoner of his left-wing on the key issue of unilateral nuclear disarmament meet with success.

Dr Owen's prime purpose at Torquay will be to demonstrate that a position on the centre-left of politics can still be sufficiently right of the Labour Party, and by (unspoken) definition the extremists in the Liberal ranks, to enable it to occupy much of the middle-ground lost by the Conservative party to judge from its recent drop in the opinion poll ratings.

Labour reviews housing policy

BY JOAN GRAY, CONSTRUCTION CORRESPONDENT

TENANTS of council-owned houses will keep the right to buy their homes under a Labour government, according to a statement on Labour's housing policy to be presented to the party's annual conference.

Council house tenants were given the right to buy by the Conservative Government. This was strongly opposed by many Labour-controlled local authorities, which own the houses, but was seen as a vote-winner for the Tories.

Labour's statement also proposes a package of assistance for all first-time house buyers and for elderly owner occupiers unable to manage their properties or meet their mortgage repayments.

"People should be able to choose whether to rent or buy the home they live in," it says. "No one should be forced into house purchase because they are unable to get rented housing, and no one should be forced to rent because of unnecessary problems with home purchase."

"But no one's choice should be restricted to the choices of others," it adds. The document criticises the Government's policy of giving council tenants the right to buy their

homes because, it says, it has allowed the best properties to be sold while the less desirable stock "deteriorates through government neglect" and the stock of rented property dwindles.

To overcome these problems, Labour is proposing that councils should embark on a programme of building and improving additional property to rent.

"Local authorities will be expected to launch a major programme, building new high-standard homes," it says, and emphasises that they will be required to use all capital receipts from sales to replace the dwelling sold with a new home to rent, unless there is a surplus.

Any capital receipts that are not used for new rented housing will be clawed back by the Government.

The Labour Party also wants to encourage local authorities to buy "good quality private sector houses with gardens" to increase the variety of rented housing.

It plans to give local authorities the automatic option of repurchasing at market value any council homes sold under the right to buy

scheme, to make sure that no homes are lost to the public sector. "We accept that this could present problems in relation to discounts," it says, "as local authorities could lose out if they sell at discount and purchase at market prices." To overcome this problem, the document proposes to "absorb discounts into government help to all first-time buyers."

Elderly or disabled owner occupiers will have the right to sell their home to the local authority at a price that reflects the council's housing obligations and remain there as tenants.

Owner occupiers whose homes need renovation - particularly elderly owners - will be offered grants or loans to help improve their homes.

The document also emphasises the need for investing in a programme of renovation and repair to halt the "chronic deterioration in Britain's housing stock."

It quotes both the Association of Metropolitan Authorities' estimates that it will cost £9bn to repair and renovate pre-war local authority housing and the Building Employers Federation's call for an extra £30bn to renovate dwellings



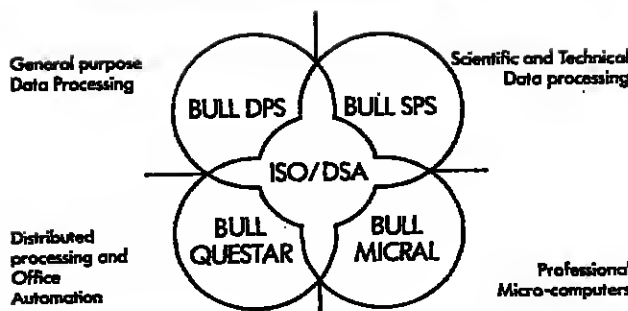
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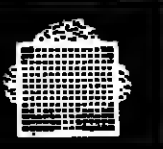
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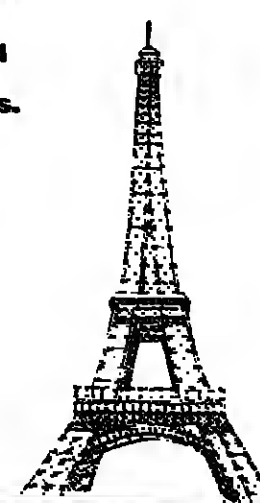
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UK NEWS

N-industry sees public acceptance as priority

BY DAVID FISHLOCK, SCIENCE EDITOR

THE MOST important objective in the corporate plan of British Nuclear Fuels (BNFL) is to maintain public acceptance, the annual symposium of the Uranium Institute was told in London yesterday.

This meant acceptance for BNFL's current operations, processes and future plans; acceptance that it operated to adequate health and safety standards for the public and for its own workforce; and acceptance that its operations did not harm the environment, said Mr. Harold Bolter, BNFL's director of corporate affairs.

BNFL is expected to announce record exports today, mainly for the reprocessing of spent nuclear fuel at its Sellafield factory in Cumbria. Mr. Bolter said that, in recent years, the company had spent about £300m on new plant and plant modernisation to reduce the impact of Sellafield on the environment.

The company had not criticised public pressures for this investment when it was "soundly based and rationally argued," he said.

But the pressures had not all been rational. "Activist groups such as Greenpeace, whose stated aim is to close the nuclear industry down, have sought to promote an atmosphere of public hysteria about Sellafield, based on a highly selective use of facts, extreme exaggeration and misrepresentation, and the crudest appeal to emotion."

The company had been fined £10,000 for an unauthorised release of radioactivity into the Irish Sea two years ago. But the judge had stressed no harm had been done to anyone as a result of the incident.

and there was never any likelihood of harm being done, Mr. Bolter said.

A senior Dutch civil servant told the symposium his country was restarting its nuclear power programme after a 10-year break following a public inquiry which concluded that nuclear energy was "by far the cheapest source" of electricity.

Dr. Jaques de Jong, from the Department of Energy, said the Government had concluded that at least two new nuclear stations of 900-1,000 MW should be built, with the first coming on-line by 1993.

Two more nuclear stations and two 600 MW coal-fired stations might be needed to meet the extra capacity forecast for even the low-growth predictions for Dutch electricity.

The protracted public review of energy in the Netherlands had involved about 40,000 people, Dr. de Jong said.

The Government concluded that renewable energy afforded the prospect of providing only 330 MW by the year 2000, mainly from wind power. It forecast a shortfall of 5,500 MW for which new power stations had to be built by 2000, assuming a national electricity growth of only 0.5 per cent.

He said nuclear power was not only the cheapest option available, but also offered greater employment and business prospects for Dutch industry. It was estimated 65 per cent of the value of the new nuclear stations - light water reactors - could be exported in the Netherlands.

From the standpoint of public health, radiation from coal-fired

Cunard proposing to increase number of Concorde charters

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

CUNARD LINE, part of the Trafalgar House shipping property and construction group which owns the QE2 liner, is substantially to expand its programme of Concorde charter flights next year.

Cunard is already the world's third biggest user of the supersonic aircraft after the two flag airlines, British Airways and Air France. Flying passengers to and from the U.S. and other destinations as part of combined QE2 and Concorde package tours.

Cunard is spending over £12m this year on Concorde charters, and says it will be spending more next year.

Part of the Cunard-Concorde expansion programme includes flights by the aircraft out of UK regional centres for the first time. Up to now all such flights have been based on Heathrow.

Yesterday, Cunard flew passengers from Manchester to New York on Concorde for the first time. These passengers will stay in the Waldorf Astoria, New York, and return on the QE2 to Southampton in a few days' time. Concorde returned to Manchester from New York later yesterday, carrying passengers who travelled to New York on the QE2 on August 28.

Cunard later this year will extend this provincial city combined Concorde-QE2 operation to include Bristol and Birmingham. Next year, it will be extended further to include Glasgow, Leeds/Bradford, Edinburgh and Liverpool.

In addition Cunard will next year extend its global programme of combined Concorde-QE2 tours, to include Rio de Janeiro, Cape Town and Singapore, in addition to New York.

Risk service launched

BY MAGGIE URRY

ROUSE Woodstock Capital Markets, a subsidiary of Mercantile House, has launched a risk-management advisory service to teach companies and financial institutions how to use futures and options markets.

Announcing the programme yesterday, Mr. Philip Manduca, a director of Rouse Woodstock Capital Markets, said there was "a terrific lack of understanding" among banks and corporates as to how these markets could help them reduce risks in dealing with volatile interest and exchange rates.

Under the scheme Rouse Woodstock would send a team to assess a client's needs and demonstrate how to make use of the markets. A fee, probably within the £25,000 to £50,000 range, would be charged. The client would not be obliged to put deals through Rouse Woodstock's brokerage side, though clearly Rouse Woodstock hopes to pick up the business.



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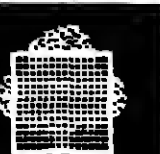
The primary objective of BULL's communication strategy, known as DSA (Distributed Systems Architecture) is to provide "computer access for all". This is achieved in compliance with international standards conforming to the OSI model (Open Systems Interconnect) guaranteeing access to public networks and services and allowing communication between BULL systems and other suppliers' equipment.

With DSA, the user will thus have a choice of open solutions that is best adapted to his need to exchange all types of data.

By implementing DSA architecture, a distributed system can be built up to offer the user a unique and overall view; the subsequent addition of equipment being possible without disrupting the existing installation.

In a sentence, BULL stands for flexible, simple and open communication.

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A company cannot be bound to a given supplier of data equipment or services. A company has to be able to choose, in complete serenity, its suppliers, communication resources, and the location of its equipment - in short, its own information system and its own organization.

BULL's strategy is based on the observance of certain rules guaranteeing the freedom of the information flow. These rules can be summed up in a

International Standard Electric Corporation

9% Sinking Fund Debentures, due October 1, 1986

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated October 1, 1971 between International Standard Electric Corporation and European American Bank, Trustee, £2,500,000 of principal amount of Debentures of the above issue will be redeemed through operation of the sinking fund on October 1, 1985 at the sinking fund redemption price of 100% of the principal amount thereof together with interest accrued to the date fixed for redemption.

The coupon Debentures to be redeemed bear the following numbers:

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UK NEWS

IMS to provide export credits

By Bridget Bloom, Defence Correspondent

INTERNATIONAL Military Services (IMS), a commercial company owned by the Ministry of Defence, has created a division to provide credit for UK exporters selling defence equipment to foreign governments.

The new division, which will trade as IMS Export Finance House, will act as a confirming house and an export finance house. Its prime purpose will be to support small exporters of defence equipment or defence-related products, with contracts between £150,000 and £1m.

IMS said yesterday it had recently identified a need for credit on comparatively small transactions, involving a single UK supplier with a good relationship with the foreign buyer - often the Ministry of Defence in the country concerned.

IMS would not necessarily be part of the contractual train, but could offer preferential credit to the buyer on a non-recourse basis, using the strength of the IMS balance sheet.

During the past 10 years, IMS has fulfilled export contracts, as principal, for more than £1.5bn.

Total British arms sales were projected at some £2.4bn last year, but are believed to have fallen some way below this.

First-half footwear sales up as import surge is checked

By ANTHONY MORETON

A BUOYANT picture of activity in the footwear industry in the first half of the year is presented today by the British Footwear Manufacturers' Federation.

Deliveries during the six months were the highest for five years, retail sales continued to be good in June and the import surge of the past two years appears to have been checked.

There is concern, though, at the level of sterling, especially against countries in the European Monetary System and at the level of stocks.

The question of stocks will become more apparent when figures for July and August are published, but it is already clear shops are holding large supplies of sandals and other summer shoes as a result of the poor summer weather. Retailers expect difficulty in shifting these.

Mr Michael Feliden, director general of the federation, said yesterday "Trade is continuing at a fair level overall, though activity is uneven between sectors. Margins continue to remain under severe pressure."

"It is good, though, to record that manufacturers' sales reached £1.3bn in the half-year, the highest figure since 1980."

Although this was nowhere near the figure recorded in the late 1970s, he said the value showed a

satisfactory rise of 12 per cent during the first half of last year.

Employment continues to drop in the industry and was around 47,500 in June, though it was slightly higher during the past 12 months, averaging 46,900 in the period.

Given the higher delivery figures it is clear that productivity is rising.

Productivity will have been helped by a sharp reversal in June of the overtime/short-time equation. During the month, the number on overtime went up by 7.1 per cent and those on short-time fell 16.3 per cent.

Perhaps the most heartening indicators, according to Mr Feliden, concern imports where, although the total was only marginally down in the first six months of the year compared with 1984, there were sharp cutbacks in both May and June. In June they dropped by 15.5 per cent following an 8.7 per cent fall in May.

Imports still amounted to £680.8m in the 12 months to June, a 15.8 per cent rise on the previous 12 months, and with exports only £149.4m Britain had a trade deficit of £531.2m in the period.

Italy continued to account for the major share of imports, taking 39 per cent of the total in the half year. Other important suppliers were Taiwan, Brazil and Spain.

Protection fund at Lloyd's considered

By John Moore

THE CREATION of a multi-million pound fund to protect insurance underwriting members of Lloyd's who run into financial difficulties is under discussion in the Lloyd's community.

So far, the issue is being discussed by individual members of the community and has not been put before the ruling council of Lloyd's. But the idea for the creation of a fund is gaining considerable support in the wake of the troubles surrounding 1,325 underwriting members of Lloyd's, who face £130m of losses.

One proposal is that all of Lloyd's 26,050 underwriting members should contribute £250 a year, levied by the corporation, which could be used to help members who run into difficulties.

In Lloyd's there is a fund to cope with the problems created by members who cannot meet their financial obligations. This central fund, totalling £167.2m, is designed, however, to protect the interests of the individuals who have bought Lloyd's insurance policies.

When a member fails to meet his or her insurance liabilities, the central fund is brought into action and claims are paid out of it. Lloyd's then seeks to recover the money paid out by the fund from the members.

Members pay into the central fund a levy of 0.45 per cent of the business accepted at Lloyd's on their behalf.

The huge claims flooding into the Lloyd's market have caused widespread concern among members, who are individually liable to the full extent of their personal wealth for any insurance claims.

The creation of a fund to protect members has been discussed in the past but has been rejected.

The renewed discussions are dividing the market.

Those who are opposed to the scheme feel that it could compromise the principle of unlimited liability and encourage reckless underwriting.

Those in favour argue that each year more members face some difficulties as the market expands. If members run into financial trouble, it poses problems for the auditing of the entire market.

Directors plan economic forum

By ALAN PIKE, INDUSTRIAL CORRESPONDENT

A COALITION of interest groups to help governments solve economic problems in Britain is called for by Sir John Hoskyns, director general of the Institute of Directors, today.

He says in the latest issue of the Director magazine that the institute would during the coming months develop its structures in a way that would help bring about that process.

In the "wider and intellectually richer world beyond Whitehall," says Sir John, party-political viewpoints were becoming less relevant. People from different political positions were being brought together by their analysis of Britain's problems.

In a climate of more open and in-

formed debate about general economic policy, professional bodies and business and policy groups could bring more of the reality of the outside world and the real economy to bear on Westminster and Whitehall.

He gives as an example the united opposition of the National Consumer Council, the Confederation of British Industry (the employers' organisation) and the Institute to elements of the Insolvency Bill.

"What is important is the light which the episode casts upon the legislative process, and upon the scope for effective co-operation between interests which are all too frequently portrayed in public as antagonistic or stereotyped voices of particular vested interests."

He said that when parliament worked at its best, it drew upon the wealth of available outside information and expertise. It should not be seen as unusual for Labour front-bench spokesmen to join Conservative MPs, accountants, lawyers and bodies representing venture-capital companies to try to get an important piece of legislation right.

So many of the shortcomings of legislation affecting business turn out to be due to inadequate thinking-through, before the measure in question starts its parliamentary process. We end up with slim White Papers [policy documents] and monster enactments when it ought to be the other way round."

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NEW ISSUE

3rd September, 1985



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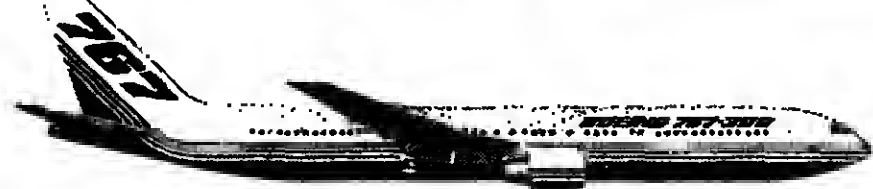
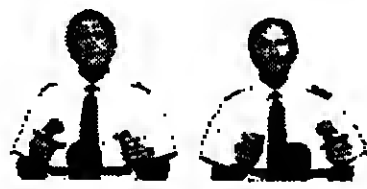
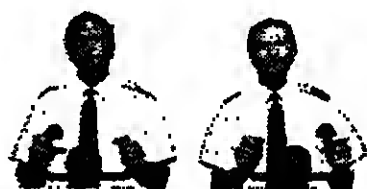
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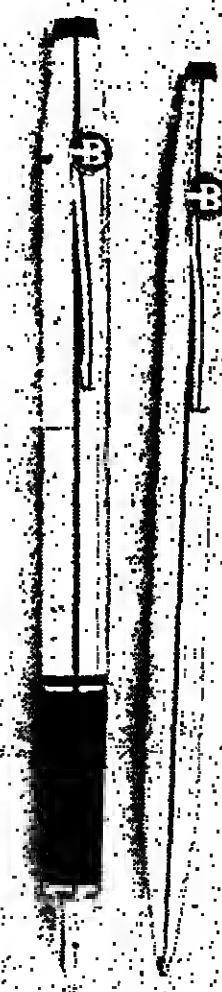
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THE ARTS

Book review/David Piper

The monumental achievement of Algardi

ALESSANDRO ALGARDI
By Jennifer Montagu.
Yale University Press in
association with J. Paul Getty
Trust, \$55, 2 volumes.

The sculptor Alessandro Algardi was born in Bologna in 1658, and retained always something of the classicism of his fellow-Bolognese, the Carracci, in whose school he trained. On moving to Rome he had some difficulty in making his way into the artistic establishment already dominated by the precocious genius of Bernini under the patronage of Pope Urban VIII. However, the next Pope, Innocent XII, disapproved strongly of his predecessor, and upon election in 1694 moved papal favour towards Algardi so that for a decade thereafter the latter enjoyed major commissions. His premature death came in 1764, whereas his contemporary and rival, Bernini, worked on until 1680.

The prodigious achievement of Bernini, in all its irrepressible variety and virtuosity, dominates the three-dimensional art of the middle of the 17th century, the High Baroque, to such an extent that his name has eclipsed those of his rivals. The achievement is astounding, from the Baldacchino or the Cathedra Petri in St Peter's, the vast colonnade of the Piazza, the swoon of St Theresa in her ecstasy in the Cornaro Chapel, the fountains of Rome, to his emphatically expressive portrait busts, not least that of Louis XIV himself.

Monumental sculpture tends by its nature to attract a narrower attention than does the work of the painters. Yet also, despite its nature (three-dimensional rather than two), as it is usually monochrome, it does not rival painting in its quality of illusionism. In this profoundly distinguished study of Algardi, Dr Montagu writes somewhere of Bernini's "concern with colour... his preoccupation with the problem of recreating a likeness of coloured reality in white marble."

Very quiet, in comparison, are the works of Bernini's contemporaries and followers who did not merely exercise in his style. Their distinctive personalities are only now regaining recognition. Algardi in his time was the best known of them, sometimes indeed being spoken of in the same breath as Bernini. Yet who other than art historians will feel a kindling of interest at the mention of his name? In Britain he is hardly to be seen—the terracottas in the Victoria and Albert, indeed, but the only important marble by him is that solemnly alert but brooding bust of Antonio Carracci, recently salvaged from export by Manchester.

Algardi was, in contrast to Bernini, a modeller rather than a carver, and Dr Montagu notes lucidly the differences in their genius. Both more on the emotional stage of the Counter-Reformation, but it is perhaps in the busts rather than in the monumental figure compositions (for which of course you must go to Rome and Bologna) that Algardi's genius is most sympathetic, seeking, not like Bernini "the dramatic emotionalism of the specific instant," but, the author observes, "the spiritual content—marvellous heads, contemplative, inward looking, yet quick and sharp with life."

There are a few small-scale bronzes in British collections—the extraordinary rendering of the Flagellation, as in the Fitzwilliam, which illustrates almost perfectly in its ballistic elegance the delicate sensitivity and rhythm of Algardi's modelling. Algardi's involvement in the production of small bronzes was considerable, and many of them are of the highest quality, though many of the "originals," in silver or gold rather than in bronze, have been lost. Dr Montagu devotes special attention to the problems they present, and her account of the complexities of the moulding and casting processes is the most lucid and enlightening I have yet encountered. Her analysis of the precise relationship of a



Algardi's "Liberty," a detail from the tomb of Pope Leo XI

given version of an Algardi model to its original is usually convincing, though caution prevails. A characteristic observation is: "although my solution

now would be slightly different, but no less hypothetical, the problem remains substantially the same"—at which many a serious student may heave a

sympathetic sigh.

Dr Montagu harvests in this work the fruits of many years of concentrated study of Algardi. It consists of an extensive analysis of the character of his work and its development, with copious comparative illustrations within the text, followed by a full catalogue ordered by subject rather than by dates. The complexities in the catalogue may be indicated by the fact that it involves comparative discussion of scores of crucifixes. Finally, the main block of 225 plates, these are in black and white though a few fine colour reproductions occur in the text. The author commands an easy and fluent style yet one capable of most exact precision, a combination not offered by all art historians. The text reads well. That it presents difficulties for the non-specialist reader is however endemic in the nature of the exercise, which has to embrace narrative, notes, detailed catalogue, and illustrations. Thus the flow is inevitably interrupted by cross-references, and the reader to reap full benefit needs both volume open before him, but even so hiccoughs will occur within volume two as he leaps back to consult the catalogue entry for the reproduction at the end of that volume to which volume one has referred him.

A student at the institutional library table is used to this, but it would be pleasant if the brilliance of Algardi were to be made more readily available for domestic use. Dr Montagu's book is published with support from the J. Paul Getty Trust, reminding one that Malibu is far from being solely intent on gathering expensive masterpieces for its museum, but is also building a programme of generous support for the publication of serious scholarly works such as this. But the trust is also concerned with art education and with encouraging interest in art at a popular level. A concise, hardworking, single volume version of Dr Montagu's work could astonish thousands by the revelation of the quality of this sculptor.



Joseph Marcell (left) and Hugh Quarshie

Split Second/Lyric Studio, Hammersmith

Michael Coveney

In a fast and gripping opening scene, a black cop chases and pins down a white car thief in downtown New York. Although handcuffed, the thief who was going for a beaten up goldmobile, tries to soft talk the cop into taking a bribe from a brother who runs two dry-cleaning stores. When that fails, he turns abusive and lets slip a stream of racist abuse. The cop shoots him at point blank range, cleans the gun and plants an open knife in the dead man's hand.

Dennis McIntyre's play then develops as a study of conscience. Val Johnson, the cop, wrestles with the truth of what he has done and the consequences of admitting it at the Departmental hearing. His black superior officer (Joseph Marcell) interrogates him, suspicious of the details; his friend Charlie (Elvis Payne) tells him not to think about it over a couple of drinks, while Val him-

self says he would not have shot the guy had he been black; his wife Alea (Jenni George) puts the affair in the context of black expectation in a white man's society; black men doing white men's jobs.

As in Thomas Babe's *A Prayer For My Daughter*, another powerful New York police play set on a long hot July 4 night, American urban life is seen in a state of struggle with its appointed watchdogs of liberty. The heart of the matter is reached when Val visits his father, one of the first black cops back home in Pittsburgh, who has followed his son to New York and who believes he should tell the absolute truth even if it means spending 10 or more years in jail. Even as a child, Val would receive flagrant hints for Christmas. Old Rusty (Tommy Doyle) believes things have changed for the better; his son that "snails crawl faster than we do."

At the hearing, Val's version of events really comes as no surprise and this is because Hugh Quarshie plays the role with a likable surface elegance without tapping the bubbling inferno within this Vietnam veteran who never killed in war but whose lid has finally slipped on the sidewalk. The whipcord vicious quality of the writing would have allowed for much more energy and writhing angst. Detonation never takes place.

The play, after all, is not just a good strong drama, but also an interesting dramatic discussion of chippy, aggressive "blackness." Spure really fly in the first scene thanks to Michael Melia's ranting, desperate, gum-spitting small-time hustler, Hugh Woolridge's production is really arranged on Claire Lyth's design of grey platforms, steel poles and metal grilles. As a sideshow, though, I would say this was moody without punch.

American architecture

Gillian Darley

An American friend's small daughter, passing through London from New York recently, had a question: are there skyscrapers in London? How does one explain that London does have some tall buildings but scarcely any worth a second glance, that almost every one is in the wrong place, and that no one has thought how to design them since there is no demand?

The U.S. has reached the opposite extreme. The competition for novelty is such that quality has an equally hard time winning through. In Manhattan the tall building aesthetic is cocktail bar chic: surfaced matte or reflective, smart colours of the 1980s on the outside (designed by what are tellingly known in American architectural circles as the "skin designers"); inside, a scanty 1930s Deco reference here and there; and some variant on the wall-of-water, palm-court-atree look for the public plaza that will probably be de rigueur inside the penthouse of the couple of hundred square feet, that the city planners squeezed out of the developer.

Still, Houston is the city to visit, if you want the 1980s version of events rather than the state of the city in 1970s. First glance downtown was built in the last five years, or at a stretch 10. Then one notices a few old-timers tucked in behind and beneath the others. The

range is fantastic: round or rectangular, mirror glass or clad in slick granite. You can follow architectural fads even if you stick with one person or practice. Take that old stayer, Philip Johnson, in his architectural career he has done a number of guises. Two of the most recent stand side by side in Houston. There is the Pennzoil building of 1976, a vertiginous business by which two slices of building just fall to brush one other, a kind of cut and paste version of the polished modernist tower that Johnson (with Mies van der Rohe) had accomplished in the Seagram Building, New York, of 1958.

In fact, the Pennzoil block is staggering, because of the rules it almost breaks. It is modern and practical. It showed a new potential, of form alone, but then he cracked; its next-door neighbour is a Flemish Gothic affair, pink granite with pinnaled spouting like a modern haircut along every exposed edge. The Republic Bank Center, completed in 1984, was first cousin of the earlier, notorious New York "Chippendale Building" (actually the AT & T tower), in which he surrounded another great stone monolith with an open pediment.

Someone who has been considering the development of the skyscraper, and the rush to

gimmickry and superficiality which has come with it, is the architectural critic of the New York Times, Ada Louise Huxtable, a wise and ever discreet observer of the follies of the daff world of fashionable building.

In her latest book, *The Tall Building: Artistically Reconsidered*, the search for a skyscraper style (published in the U.S. this year by Random House) she traces the history of the building type. As she points out, the search for style has replaced the stimulus of pushing the structural limits. The moment when form was treated for its own sake (and the Pennzoil building is one of her examples), as sculpture, has passed; the new eclecticism, as Mrs Huxtable calls it, suggests that in the postmodern phase the "surface of history has only begun to be scratched."

It is a kind of self-inflicted architectural castration. Words we should heed, lest hindsight makes us merely smug, not prepared.

deficiencies and limitations of these in-bred creatures from the architectural kennel?

So, here in London we have few skyscrapers and hardly any of distinction. But—I would have answered my questioner—least we don't have super-buildings: the World Trade Center in New York attracts 50,000 employees and 80,000 visitors daily. With that kind of pressure, other aspects—un-glamorous matters of everyday concern such as traffic mobility and services—cry out for consideration, but receive precious little. Ada Louise Huxtable's book ends on an elegantly phrased vision of hell. As she concludes "today's big building is a masterpiece of economic manipulation"—yet the architect wastes precious moments ("he who hesitates loses the commission") engaged in "endless picture book chatter... a kind of self-inflicted architectural castration." Words we should heed, lest hindsight makes us merely smug, not prepared.

New singer for Wigmore season

The Wigmore Hall Season opens this Saturday (September 7) with Brigitte Fassbaender replacing Lucia Popp in an all-Schumann programme consisting of *Five Mary Stuart Lieder*, *Frauenliebe und Leben*, and *Dichterliebe*.

Das Lied von der Erde/Albert Hall

Dominic Gill

The little Haydn Sinfonia Concertante with which Simon Rattle and the City of Birmingham Symphony Orchestra opened their Prom on Tuesday night was done with charm and spirit; but its impact was all but lost in the air of expectancy which waited on the evening's main work, Mahler's *Das Lied von der Erde*.

The two soloists in *Das Lied* were Jon Vickers and Jessye Norman. In style and manner, Vickers was the nearly perfect complement to the huge and luminous voice of Miss Norman: quick, intimate, high-flying, small-toned enough to be lost occasionally in the orchestral texture, but wonderfully expressive. His treatment of the music of the score was always from not always even particularly exact in some passages perhaps only two-thirds of them were separately enunciated—but the shape and the sense of every phrase was flawless. "Von der Jugend" was buoyant with dancing surge; each measure of "Der Trunkene" was alive with vivid rhythmic pointing.

Jessye Norman was masterly. Nothing in her performance was left to chance, and yet everything emerges with an ease that seems to be born of perfect spontaneity. The concentration of tone and line was irresistible: an extraordinary bloom of sound in "Abschied der Herbst" from the darkest chest register to the purest-fluted head tones; in "Von der Schönheit" a simple flowering of the greatest delicacy. The immense culmination of her "Abschied," an embracing, sunburst of words "Die liebe Erde," was absolutely right and entirely

unaffected in its artfulness: one of the most ringing, and heart-wrenching, climaxes to a *Lied* that I have heard. The final madenes were magical—though naturally some idiot had to shout "rave" before the final "ewig" had even died away. Afterwards, Miss Norman got the usual bouquet of flowers; Mr Vickers—a new departure, which should be encouraged—got a bottle.

The new work of Monday's Prom, played by the BBC Symphony Orchestra under Dennis Russell Davies, was a BBC commission from Bernard Rands. *Can't Wait* is scored for orchestra with solo soprano and takes as its text 15 poems in various languages about the moon. It is a disappointing piece, long in duration, thin in substance. Rands' opening idea was nice: a solo melisma hummed and sung, into which clicking, whirring, scraping percussion gradually intrudes. But that turns out to be the most striking inspiration of nearly half an hour of music; and subsequently is even half as arresting.

One or two moments almost approached it: notably in the sixth poem, a stark, nervous, Pierrot-Lancelotti setting of Hans Arp, which had much potential, if in its present form little potency. But the rest was flat, or merely inept—a mad, shrieking response to Blake's simple, rapturous "The Moon", a straightforward cop-out, mostly spoken, in Arp's extravagant "Ein grosses Mondtreffen." The soprano Linda Hirst strove valiantly to give shape and character to a part which essentially possessed neither.

Walter Piston/Albert Hall

Andrew Porter

There is little danger that anyone who lives outside London might begin to take the Proms for granted. For many years I have been living mainly in New York but each summer have been back for at least a part of the Prom season to feast on the fare it offers: these eight weeks seem to hold as many exciting concerts as most other cities offer in the course of a year. When the annual prospectus arrives, spirits lift at the chance of hearing new works by composers one admires, of hearing new performers one's been reading about, and of catching up with such things as—this year—Peter Maxwell Davies's Third Symphony and Harrison Birtwistle's *Sacred Theatre*.

American music is the principal theme this year. It has been an historical survey, with eyes on the past, and it seems rather a pity that so little was chosen to show what American music has been up to, and what American audiences have been listening to, during the last 35 years or so. Recent developments are represented only by Elliott Carter's new *Pentode* and Steve Reich's *Desert Music*; and the busy years since 1950 only by those pieces, by Carter's Piano Concerto, and by Roger Sessions's Requiem. No Milton Babbitt, no Charles Wuorinen, no John Harrison, no Peter Lieberson, no Roger Reynolds. (Wuorinen and Lieberson have recently composed exciting, large-scale piano concertos well suited to the Proms format.) Nothing by the American contemporaries of the young British composers who help to make the Proms so lively.

Walter Piston's Second Symphony (1944), which was first played at the Proms 38 years ago and was revived last Friday is a well-made piece and characteristic of its composer. If not one of his most arresting works, The Sixth Symphony (1955) might have incited a stronger feeling that Piston—a celebrated teacher, and the author of standard textbooks on harmony, counterpoint, and orchestration—is also an undervalued neglected creator.

But the Second Symphony is hardly more than a demonstration that America, like most countries, has produced several accomplished symphonic craftsmen, skilfully shaping traditional materials in traditional forms. The three movements are well wrought, nearly fashioned, adeptly scored. There's nothing to be said about the work except that musical history is packed with such pieces and at the Proms one hopes for adventures.

Arts Guide

Music/Monday. Opera and Ballet/Tuesday. Theatre/Wednesday. Exhibitions/Thursday. A selective guide to all the Arts appears each Friday.

Exhibitions

PARIS

Reinhardt: An important exhibition of the most successful of the impressionist painters, who made their mark by using the nude female body as the main subject. The exhibition is held at the Grand Palais, Paris, from September 10 to October 10. It includes 125 paintings and 50 drawings, including *Le Bal du Moulin de la Galette* and *La Danse à Bougival*. Grand Palais, Closed Tues. Ends Sept 2 (2nd 3410).

Picasso: An extraordinary exhibition in praise of perfume assembles 550 objects, mostly phials, bottles and perfume containers from the 16th to the 19th century. Some were made of Vietnamese porcelain, others of Bohemian cut glass or from gold and enamel in England. There are silver pommades with petals opening up and Chelsea china statuettes. They all show exquisite workmanship and some of perfume's power to beguile. Le Louvre des Antiquaires, 2 Place Palais Royal. Ends Sept 15.

BRUSSELS

Opera costumes from 1850 to the present: including Zeffirelli's *Rigoletto*, Bozzetti's *Traviata* and Karl Ernst Herremann's *Clemency of Titus*. Musée de Costumes et Dentelle. Until November.

WEST GERMANY

Munich: Startapalerie moderner Kunst, Prinzregentenstr. 1. German Art since 1900. 200 paintings, prints and drawings by 13 artists from the private collection of the German Prince Franz of Bavaria. Among

them: Böhm, Richter and Kiefer. Ends Sept 15.

Köln: Villa Hügel, Auf dem Hügel. Turkish culture and art from the Ottoman Empire. 500 works ranging from the 15th to the 19th century. The show includes glass, carpets, ceramics, miniatures and weapons. Ends Oct 27.

Köln: Kunsthalle Joseph-Henrichs-Hof. The Flanerie Belvedere, Solid, Exchanged, Stolen. The exhibition describes the role of women in different cultures and shows various marriage ceremonies. It also displays 2,000 paintings, photographs and costumes from various countries through the ages. Ends Oct 10.

ITALY

Florence: Museo Archeologico (Piazza SS. Annunziata). The Etruscan Civilization: This is the first of a long series of exhibitions to mark the Year of the Etruscans, and shows the results of the most recent research into this civilization's birth, development and decline. Ends Oct 20.

Rome: Palazzo Venezia (Piazza Venezia 3). Passaggio Cor Nigra - 51 works from the Borghese collection. The Villa Borghese, which houses one of the best pictures art collections in Rome, is likely to be closed for repairs for at least another year, and some of the gems from the collection have been transferred to this site for the summer. Includes works by Titian, Veronese, Domenichino, Caravaggio and Donato Donati. Ends Sept 30.

NETHERLANDS

Amsterdam: Rijksmuseum Printroom. Continuing its centennial celebra-

tions, the museum has put together a revealing exhibition of 60 of its finest Rembrandt drawings supplemented by a further 60 by anonymous 17th-century pupils and followers to illustrate the extent of the master's influence. Ends Sept 29.

Rotterdam: De Doelen. 12th Art and Antiques Fair (all week from Sun).

SWITZERLAND

Martigny: Fondation Pierre Gassman. 250 fine paintings in the striking modern gallery built over the Roman ruins of the city of Octodurum. Ends Nov 3. (02623978).

VIENNA

Vienna 1870-1930: Dreams and Reality: The greatest names of the Viennese modernism - Klimt, Otto Wagner, Schlegel, Kokoschka, Adolf Loos, Josef Hoffmann - in a dazzling display of Jugendstil creative genius. The attempt to integrate the artistic activities of these artists with architectural developments (notably Wright's but also Freud) and political transformations (the emergence of municipal socialism on the ruins of Baroque splendour) is ambitious and only partly successful. The complex tension between utopian and concrete reality on the one hand and the illusions or fantasies of individual artists on the other is limited at but not fully explored. A high point of the show is a reconstruction of Hoffman's room at the secession exhibition of 1902. Here, triumphantly restored, is Klimt's fifty-foot Beethoven frieze depicting humanity's progress through suffering to joy on the theme of the Ninth Symphony. Displayed exactly as in-

stalled, this alone is worth a special visit. Kunsthofhaus. Ends October 6.

TOKYO

Modigliani: 120 works in oils, watercolours, and pastels. National Museum of Modern Art, Kasumiga-ru Park (near Palace and Imperial Hotels and parts of Tokyo's oasis near the Imperial Palace). Ends Sept 22.

Contemporary Western Art: Small standing collection of Hans private museum (Shingawa) includes works by Dubuffet, Jasper Johns, Leitch, Jackson Pollock, Vasevsky, Warhol. The museum is a modern house, with a large shady garden and facilities for tea on the lawn. It is an ideal antidote to Tokyo's concrete and heat. Ends Sept 22.

Rubens: The first large-scale exhibition of Rubens in Japan. 80 masterpieces of oils and prints, plus works of collaboration with his pupils. Teikokumaya Department Store, Nishinomiya. Ends Sept 17. Closed Wed.

NEW YORK

Metropolitan Museum: 30 objects from the period between the 1851 Crystal Palace Exhibition to the 1900 World Fair in Paris demonstrate the show's theme of Revivals and Explorations in European decorative arts. Ends Sept 3.

WASHINGTON

National Museum of American Art: 35 paintings by Alexander Hogue capture the American Southwest through dustbowl and prairie in highly stylised evocative works from the 1920s to the present. Ends Nov 3.

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Thursday September 5 1985

A debt-trade conundrum

IT WAS Mr Donald Regan, in his erstwhile capacity as U.S. Treasury Secretary who first suggested convening a joint summit conference of finance and trade ministers to address the Third World debt crisis two years ago. Even when they are seated around the same cabinet table, finance ministers, with their institutional bias towards free markets, speak an entirely different language from trade ministers, who could more accurately be described as ministers for protectionism. In many governments, the two portfolios have been separated, and the financial reforms required in many Third World debtor countries by the International Monetary Fund were bound to have profound consequences for the structure of world trade. It seemed self-evident to Mr Regan that the whole panoply of trading and financial relationships between industrialised and developing countries had to be reviewed together.

Needless to say, Mr Regan's off-the-cuff proposal soon vanished into the bureaucratic slough of international economic summits. The only trace it left was a vague undertaking by leaders of the industrialised countries to promote greater "dialogue" between the IMF and the secretariat of the General Agreement on Trade and Tariffs in Geneva. So far, this dialogue has produced a deafening silence. Meanwhile, the costs and dangers of unresolved contradictions between international financial, trading and macroeconomic policies have continued to mount.

Against this background today's annual report from the United Nations Conference on Trade and Development (UNCTAD) comes as a welcome change.

UNCTAD's central point is that the present approach to the Third World debt crisis is not really solving the problem, but simply shifting it from the international banking system to the system of world trade. UNCTAD gives the clearest evidence why the debtors' adjustment programmes may prove unsustainable in the long-run. Some of these are probably over-dramatised — for example, its grim projection that real interest rates could rise above 6 per cent for another decade.

Similarly, there are some questionable assumptions behind an interesting calculation, which suggests that the investment cutbacks in many debtor countries could eventually render them physically incapable of generating the export

growth at the rates required to service the debts. As the World Bank has frequently shown, the efficiency of investment can be much more important than its aggregate level — a point which Third World leaders must never be allowed to ignore.

However, it is harder to parry UNCTAD's central argument against the present complicity on Third World debt. The danger is that industrialised countries themselves will ultimately thwart the debtors' justifiable efforts by refusing to provide markets for the Third World's exports.

At this point conventional wisdom, as represented by successive economic summits and IMF annual meetings, tends to wring its hands and issue general denunciations of protectionism. But UNCTAD's point goes deeper: protectionism is a predictable, and possibly predictable, response to the sort of extreme dislocations in world trading patterns which are bound to occur when countries like Brazil and Mexico are forced for years and even decades on end to generate trade surpluses equivalent to 5 per cent or more of their gross domestic products and when even the poorest developing countries in Africa find themselves spending almost all their development assistance on interest payments instead of imports from the industrialised world.

Barriers

It is, of course, desirable in itself for the industrialised world to remove trade barriers against goods from the Third World — UNCTAD calculates the total economic cost of protectionist barriers against Third World countries may be as high as \$700bn, in present value terms. But it is hard to imagine protectionist barriers against the Third World being dismantled as long as debtor countries are forced ruthlessly to cut back their own imports from the industrialised world — at an aggregate cost of over \$100 billion annually, according to UNCTAD.

Even if protectionism can be kept at bay, the curious combination of record unemployment in the industrialised world and the systematic increase in the Third World and an international financial system which is recycling every dollar of available savings into the U.S. budget deficit, justifies UNCTAD's basic contention that it is high time to review trade and financial relationships in a more holistic manner within a single framework.

Changing needs in social security

MR NORMAN FOWLER'S Green Paper on reform of the social security system does not seem to be maturing like a good wine. The longer experts have to debate the Secretary of State's proposals, the less, by and large, they seem to like them. The paper looks even less like a "new Beveridge" than it did on publication three months ago. The pensions industry remains up in arms about the proposed dismantling of the state earnings-related pension scheme and a host of pressure groups have roundly condemned the planned overhaul of supplementary and housing benefits.

The Equal Opportunities Commission, which unveiled its formal submission this week, has produced some sharp criticisms of Mr Fowler's proposals. The criticism is damaging not only because the EOC is without political affiliation but also because it is general rather than specific. Most pressure groups have a narrow patch and are exercised by only a few aspects of the EOC, but the EOC, however, regards the entire review as flawed because of its failure to grapple with the particular problems raised by the changing role and needs of women.

Evolution

Mr Fowler's paper aims to be a blueprint for a social security system capable of meeting the needs of the next century. If it is to be successful it needs to anticipate social change over the next 40 years; the burden of the EOC's criticism is that it has failed even to come to grips with the social evolution of the past 40 years.

The heart of the Beveridge view is that women are economically dependent on men and that the "normal" family will consist of a male breadwinner and a wife staying at home to care for children and possibly other elderly dependents. Such a view of the world is now, of course, hopelessly out of date. The much higher rate of divorce now means that a large proportion of women have to fend for themselves in late

middle and old age. It has also led to a big increase in the number of single-parent families (now 12 per cent of all households), 90 per cent of which are headed by women. More significant still is the huge increase in the economic activity of women since the war: 60 per cent of wives now contribute to family earnings, even if many of them are in part-time, part-time jobs.

The point is not that the changing role of women invalidates everything Mr Fowler is trying to do, but that his failure to systematically consider the implications of social change ensures that his blueprint is far from optimal. One problem is that equal treatment for men and women does not necessarily imply the same treatment. It can require special compensatory measures. The obvious example is pensions: the Government might claim its new proposals for personal pension schemes do not discriminate between the sexes — it is, after all, requiring insurance companies to provide annuities on the same basis for men and women.

In reality, however, the phasing out of Serps will hit women disproportionately hard. They will lose the best opportunity they ever had to acquire some measure of economic independence in old age. Women are still much more likely than men to have broken employment records on account of family responsibilities, and this will qualify only for a scaled-down pension under the planned private-sector alternative to Serps. What is required are compensatory payments into portable schemes for those who are obliged to leave paid employment to care for dependents.

The pension proposals are just one example of the Green Paper's insensitivity to women's needs: the EOC has a long list of other objections. Mr Fowler's blueprint appears to represent a reversal of hesitant moves in the 1970s to refashion a social security system which took female dependence on male breadwinners almost for granted.

THE U.S. motor industry

has suddenly woken up to the fact that by 1988 the Japanese will have the capacity to assemble 1.5m cars a year on American soil.

After many years of insisting that the Japanese should build cars in America, rather than simply exporting from their low cost manufacturing base, the U.S. industry seems to have won its argument, only to find it is now facing the worst of both worlds.

For as well as boosting their market share through American-made vehicles, the Japanese hope to maintain the current level of exports at about 2m cars a year.

If they succeed, it will lead to further major losses in earnings and jobs for the U.S. automotive industry, particularly among the component suppliers.

It is thus not surprising that protectionism is once again rampant in Detroit.

There seems every reason to believe that the Japanese will be able to sell nearly every car their U.S. factories can produce because American car companies have a helping hand in the important early stages by taking about half their output for sale through their own outlets.

The U.S. companies also find their sales are being nibbled away by the Europeans, who would like a little more of the high-priced part of the market, while low-cost cars from South Korea, Taiwan and the union — which also has many Democratic friends in the Congress — is pressing for action to stem the tide.

Paine Webber's Ms Knight believes that some component makers will be able to offset part of the potential impact by arranging joint ventures or licensing agreements with Japanese companies.

This process has already begun. General Motors recently signed two joint ventures in two months — with Nissan, Spring of Yokohama and Akebono Brake, Japan's major brake producer.

A deal which has sent reverberations through the industry has been arranged by Federal Mogul of the U.S. and NTN, Tokyo, in effect, this will involve F-M handling over to NTN in the next three years its manufacturing operations at Hamilton, Alabama and Mecum, Illinois, which produce tapered and cylindrical roller bearings for truck, construction and agricultural equipment as well as related research facilities in Ann Arbor, a Detroit suburb.

Ironically, it was a previous upsurge of protectionism in the U.S. which prompted the events and agreements to much concern. At the beginning of the 1980s when the American motor industry suffered severe financial losses, the U.S. and Japanese governments reached a voluntary restraint agreement (VRA) which limited the volume of Japanese cars to be shipped to the U.S.

The VRA ended in the spring when the Japanese took the hint and decided to set up car

supply industry but, the department said, estimates ran as high as an additional 400,000 jobs losses.

Economists at the automotive industry's union, the UAW, have produced similar figures — they predict 500,000 jobs will go UAW membership has dropped from 1.5m in 1979 to 1.1m last year and the union — which also has many Democratic friends in the Congress — is pressing for action to stem the tide.

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FOREIGN CAR MAKERS IN THE U.S.

A Trojan horse in Detroit

By Kenneth Gooding, Motor Industry Correspondent



U.S. MOTOR INDUSTRY

UNITS IN THOUSANDS

	1983	1984	1985	1990
Capacities				
General Motors	5,000	5,000	5,150	5,400
Ford	1,800	1,800	1,800	1,800
Chrysler	1,350	1,350	1,350	1,350
Alfa Romeo	135	135	135	135
Volkswagen	115	115	115	115
Honda	150	150	300	300
Nissan	70	70	125	125
Mazda	20	20	250	250
Mitsubishi	20	20	180	180
Toyota	20	20	200	200
Total Capacity	9,700	9,870	9,845	10,095
U.S. Manufacturers	95.2%	93.4%	83.7%	86.1%
Foreign Manufacturers	4.8	6.6	14.3	13.9
U.S. Auto Sales	10.70	10.75	9.75	10.80
Imports	2.71	3.11	3.00	3.40
Domestic Sales	7.99	7.64	6.75	7.40
Excess Capacity	710	1,230	3,095	2,495
Operating Rate	92.0%	86.0%	69.0%	73.0%
Market Share				
Imports	25.3%	28.9%	30.8%	31.5%
Foreign Production	29.7	34.4	40.7	41.6
U.S. Production	70.3	65.4	59.3	58.4

* In millions † Estimate

Source: Automotive News

component supply companies appears bleak.

Ms Ann Knight, a vice-president and analyst at Paine Webber, maintains there is a very real threat that excess capacity throughout the U.S. automotive industry might follow the pattern established in Europe. In any case, "there will be a bloodbath in the next recession as component companies are killed off."

In fact, the component suppliers have already begun the lobbying process. They have a great deal of political clout because they contribute so much income to the many communities in which they are based. Congressmen listen to what they have to say.

The suppliers' campaign dates back to a meeting earlier this year between the U.S. Department of Commerce and the Automotive Original Equipment Manufacturers — a group which includes component industry plants such as Borg-Warner, TRW, Rockwell, Kelsey-Hayes and United Technologies.

They heard a departmental forecast the sales of cars built in North America by the big four (General Motors, Ford, Chrysler and American Motors) would plummet from 7.818m in 1984 to 6.365m in 1988. The balance of the projected 1.5m drop would be contributed as follows: 775,000 from the Japanese plants in the U.S., 3,075m imports from Japan, 610,000 from Europe, 240,000 from Korea and 135,000 from other countries.

Asked what this would mean in terms of lost American jobs, the Commerce Department estimated that in the car assembly plants 100,000 would go because of the loss in market share by the U.S. companies. That figure does not include those jobs which will go because of changes in production technology.

No precise figure was available for the impact on the

supply industry but, the department said, estimates ran as high as an additional 400,000 jobs losses.

Economists at the automotive industry's union, the UAW, have produced similar figures — they predict 500,000 jobs will go UAW membership has dropped from 1.5m in 1979 to 1.1m last year and the union — which also has many Democratic friends in the Congress — is pressing for action to stem the tide.

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The VRA ended in the spring when the Japanese took the hint and decided to set up car

assembly plants in the U.S. partly to head off further protectionist measures.

Honda led the way and has been producing cars at facilities alongside its motorcycle assembly plant at Marysville, Ohio, since the spring of 1983. Nissan followed a year later by putting a car line into its pick-up truck factory in Smyrna, Tennessee.

Toyota, largest of the Japanese car groups and always the most cautious, started with a joint project and General Motors, the world's biggest automotive company, as its partner. Together they reopened a car plant which GM had previously shut at Fremont, California, to produce cars based on the Toyota Corolla and using mainly imported components for GM's Chevrolet division.

The so-called New United Motor Manufacturing Inc (NUMMI) has Toyota management directing UAW workers who lost their jobs when GM gave up at Fremont.

South Korea's major producer, Hyundai, now intends to exploit the sale of 100,000 cars next year. Ford and GM will also be using South Korea as a source of low-cost cars. GM is helping Daewoo to expand to provide the vehicles which will be based on a design by GM's Opel subsidiary in West Germany.

Ford has linked with Mazda to help Kia of Korea increase its output. Some of the cars — at least an annual 50,000 — will go to Ford in the U.S. GM has already started using "captive" imports for its Chevrolet division from Isuzu and Suzuki in Japan (the U.S. group owns 34 per cent of the former and 5 per cent of the latter company).

And Ford is building a new factory in Mexico to use Mazda components for cars which will mainly be exported to the U.S. All this is part of a pragmatic approach by the U.S. groups which acknowledge that, as

Chrysler activated what he calls "plan B" to get much closer to Mitsubishi. As a result, Chrysler will increase its shareholding in the Japanese company from 15 per cent to 24 per cent.

Chrysler's studies suggest that the Japanese will quickly capture 50 per cent of the U.S. car market through imports, "transplanted imports" (those Japanese cars assembled in the U.S.) hybrids (part Japanese-part U.S.) and components in U.S. cars. "Within 24 months our projection is that for the first time the Japanese will crack 50 per cent of everything. We will have managed to take the biggest single industry this world has ever seen and give away over half the total value-added," says Mr Iacocca.

Another effect of the VRA was that it encouraged the Japanese to move up market because they could not increase volume sales substantially. This created a gap at the bottom of the car market in the U.S. for low-cost cars which Hyundai, South Korea's major producer, now intends to exploit to the tune of 100,000 cars next year.

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things stand — with the Japanese able to land a small car in the States for \$2,500 less than it would cost to make in America — they cannot produce small cars profitably in their home base.

The U.S. companies offer some hope that they will be able to find new approaches to manufacturing and distributing cars in the States which will enable them in the medium term to produce small cars profitably there.

GM has its much-vaunted Saturn project; Ford calls its version Alpha, while Chrysler's is named Liberty.

Dr Marina Whitman, a GM vice-president and the group's chief economist, insists that the forecasts of rapidly increasing Japanese market penetration are far too gloomy.

Most of the cars the Japanese have announced they will produce in the U.S. will be small by American standards, she points out. "So, unless there is a tremendous shift in demand towards small cars, a great deal of the output from the Japanese factories in the U.S. will substitute for imports. Otherwise the numbers just don't add up."

However, Dr Whitman admits: "Five years down the road we will see foreign penetration of the car market increase by several percentage points. How that breaks down in imports and those cars produced in the U.S. is difficult to judge, but I expect the penetration of true imports to decline."

For the Americans succeed with their small-car projects? Like all other GM executives, Dr Whitman publicly takes the obvious stance: Saturn will do the job end, not only that, the lessons learned will be spread throughout GM's operations.

Others are less sanguine. Mr Harold "Red" Poling, Ford's president, points to the \$2,500 cost disadvantages that the Americans are facing on an

Export-sized vehicle and says it will take some time before his company, via the Alpha project, might be able to claim it has a solution. "To be completely candid, I'm not sure we can get to that point but we are sure going to give the best price the ever seen. We really want to sell our plants here in the U.S."

In the shorter term, where will the current protectionist pressures lead? Ms Knight predicts that, although the component suppliers will provide the green light, Congress will push for legislation to require that a minimum level of domestic content be included in cars assembled in the U.S. that approach probably will be unacceptable to the Japanese administration.

But the Government might just give way enough to re-establish the voluntary restraint agreement to ensure that Japanese car imports are pulled back as the new Japanese assembly plants start up in the U.S.

There will be a bloodbath in the next recession?

Foreign manufacturers will account for 30.8 per cent with imports and 9.9 per cent with American-built cars, he predicts.

"This 15 percentage point drop in market share translates into an average annual loss of 1.5m cars, representing \$13.5bn in revenues and \$600m in net earnings."

However, that tells only part of the story. It is conservatively estimated that only half the content of the U.S.-built Japanese cars will actually be of North American origin. High-value items such as engines and transmissions will mainly be imported from Japan.

The Japanese car makers will also encourage more Japanese component companies to follow them into U.S. production. Add to that the export of engines and other components which the U.S. car makers intend to take from Mexico and Brazil and it is clear why the outlook for America's 27,000

Whitehall chooses slimmer figures

The harsh words exchanged in Blackpool this week are being matched by a behind-the-scenes row between the Employment Department and the Independent Data Services, the independent research group.

The point at issue is whether Whitehall can be fairly said to be re-writing history.

What is not in dispute is that the department has revised past unemployment figures, dating back to 1971, to bring them into line with current statistics.

According to IDS, however, since 1979 there have been 13 separate changes in the way that unemployment is counted. The net result is a significantly lower overall total.

By applying these changes retrospectively to statistics for the past 14 years, IDS has published series, "can no longer be used as a guide to actual levels of unemployment in any valid sense."

"Unfair" cries the department. The changes, it argues, have been made purely to provide a proper comparison and have, in fact, combined to make current figures look worse by widening the gap between them and the total of past years.

Besides this, says the department, in a voice to console unbelievers, the original unrevised statistics will still be obtainable.

The department adds, "Unlike other countries, we do not actually re-write history. We do not destroy earlier series of information."

And there the matter rests.

Blackpool tie

Contrasting dress styles seen at the TUC speakers' rostrum in Blackpool this week are useful non-verbal indicators of political position—even before a word is heard.

Among the men it broadly splits into the no-tie wing and the tie wing.

It fell to a member of the

Men and Matters

tie-wearing tendency. Derek Bond, president of Equity, the actors' union, to introduce a refereeing change from all those dreary trade union ties with logos of railway wheels and other signs of true toil prominent across the front.

Bond is thought to be the first delegate ever to address the TUC flaunting a Garrick Club tie.

That is not a tie that tries to bluish unseen. Rather, it is a raffish little number in pink and green—occasionally described by club luncers as salmon and cucumber.

Drain would not have advertised the fact by his neckwear at a TUC congress. Reform Club members see themselves as a voluntary restraint to need a distinguishing tie.

WITH the pomp and circumstance of a ruling monarch, Bavarian premier Franz Strauss celebrates his seventieth birthday this week secure as ever in his role as West Germany's most colourful politician.

Ten days of festivities await the outspoken Strauss, whose leadership of the right-wing Bavarian Social Union (BSU) — second largest party in Bonn's coalition government — has assured him of influence far beyond Bavaria's state border.

Dubbed the grandest peasant since the days of the Bavarian monarchy, the "birthday party" is set to last until September 15, when the BSU has invited 3,500 citizens to meet Strauss in the gardens of Munich's Residenz.

The resident, palatial home to Bavaria's royal rulers until their abdication in 1918, will also be the scene on Friday September 6, Strauss's actual birthday — of a touch of irony rare in West German politics.

For, instead of Strauss travelling to Bonn for an audience with President Richard von Weizsäcker or Chancellor Helmut Kohl, the two most important men the land will travel south to a reception in Munich and an audience with him.

He has uncompromising right-wing views—often voiced with belligerence and acid sarcasm—that have earned him the image of a demagogue and kept him one step short of the pinnacles of power.

Except that, in Bavaria, West Germany's biggest state and the seemingly impenetrable stronghold from where he buris

Lady in the know

The tribulations of reporting from Tokyo have been reported in this column before.

Only last week, Carla Rapoport, our woman in Tokyo, was banned from a Press conference at the Tokyo stock exchange at which it announced that the Japanese government was expanding its membership and inviting foreigners to buy seats for the first time.

She was told that the conference room wasn't large enough to hold both foreign reporters and the Tokyo stock exchange's own Japanese Press club members.

It seems, however, that our complaints have reached the Japanese government. Thanks to intensive lobbying by top foreign newspaper executives, Japan's newspaper editors and publishers' association this week agreed to revise their guidelines and encourage the Japanese-only Press clubs to allow foreigners into their regular off-the-record briefings by top government officials.

Foreign Minister Shinjaro Abe gave the news to selected foreign correspondents yesterday, offering his own personal congratulations on the breakthrough which had been sought by foreign reporters in Tokyo for more than 20 years.

Writing risks

Royal Bank of Scotland has certainly trained the operators at its new high-tech, over-the-phone, motor insurance company to be sensitive to callers' concerns. As the first UK bank to brave the stormy waters of insurance that is just as well.

When a colleague called the Crofton centre to test its claim to offer competitive rates, he was quoted a discount of over 550 on his present motor policy.

Taking his astonished gasp for a sign of dismay, the young lady hastened to console him: "It may be a bit higher than you expect. But that's because you are a journalist."

Observer

BASE LENDING RATES

A.B.N. Bank	11½%	C. Hoare & Co.	11½%
Allied Dunbar & Co.	11½%	Hongkong & Shanghai	11½%
Allied Irish Bank	11½%	Johnson Matthey Bkra.	11½%
American Express Bk.	11½%	Knowsley & Co. Ltd.	12%
Henry Ambacher	11½%	Lloyds Bank	11½%
Amro Bank	11½%	Edward Manson & Co.	12½%
Associates Cap. Corp. 12%		Meghraj & Sons Ltd.....	11½%
Banco de Bilbao	11½%	Midland Bank	11½%
Bank Bapostolm	11½%	■ Morgan Grenfell	11½%
BOCI	11½%	Mount Credit Corp. Ltd.	11½%
Bank of Ireland	11½%	National Bk. of Kuwait	11½%
Bank of Cyprus	11½%	National Girobank	11½%
Bank of India	11½%	National Westminster	11½%
Bank of Scotland	11½%	Northern Bank Ltd.	11½%
Banques Belge Ltd.	11½%	Norwich Gen. Trust ...	11½%
Barclays Bank	11½%	People's Trust	12½%
Beneficial Trust Ltd.	12½%	PK Financ. Intl. (UK) 12%	
Brit. Bank of Mid. East ..	11½%	Provincial Trust Ltd.....	12½%
■ Brown Shipley	11½%	R. Raphael & Sons	11½%
■ C.L. Bank Nederland.	11½%	Roxburghs Guarantee 12%	
Canada Permanent ...	11½%	Royal Bank of Scotland 11½%	
Cayzer Ltd.	11½%	Royal Trust Co. Canada 11½%	
Cedar Holdings	12%	■ Henry Schroder Wagg 11½%	
■ Charterhouse Japbet.	11½%	Standard Chartered ...	11½%
Choulartons**		TCS	11½%
Citibank NA	11½%	Trustee Savings Bank 11½%	
Citibank Savings	11½%	United Bank of Kuwait 11½%	
City Merchants Bank 11½%		United Mizrahi Bank... 11½%	
Clydesdale Bank	11½%	Westpac Banking Corp.	11½%
C. E. Coates & Co. Ltd. 12%		Whiteaway Laidlaw	12%
Comm. Bk. N. East ...	11½%	Williams & Glyn's ...	11½%
Consolidated Credits	11½%	Yorkshire Bank	11½%
Continental Trust Ltd	11½%		



OFFICERS of the London Docklands Development Corporation are seen taking their first look at a £1.5bn blueprint designed to recreate part of the City of London on the edge of Poplar High Street.

Seven years ago, the plan to establish a "mini-Square Mile" on the Isle of Dogs in London's east end would have been dismissed as highly fanciful and downright foolish. But the idea that big names in the international financial community might forsake the ancient streets of the Square Mile for the West India Docks is no longer a subject for casual amusement.

The proposals, put forward by a consortium of U.S. investment banks, represent perhaps the most crucial test yet in assessing the full potential for docklands—over 8.5 square miles of post-war dereliction and decay which are now being brought back to life in a massive urban redevelopment programme.

Under the direction of the LDDC, the revival of docklands has suddenly taken a major stride forward. Since it was formed in 1981, the Corporation has seen the arrival of over 200 companies, the completion of 2m sq ft of commercial space and the completed or planned construction of nearly 10,000 homes. Private investment is edging towards £1bn a year.

But one of the last remaining areas in which docklands has yet to prove itself is in its ability to provide a feasible and attractive overflow location specifically for the City. Until recently, there have been virtually no signs that it was succeeding, either in encouraging institutions to fund City-oriented projects or in convincing traditional City occupiers to move to the docks. Now, however, the large-scale restructuring of the financial services sector has created an overnight demand for a new generation of office accommodation.

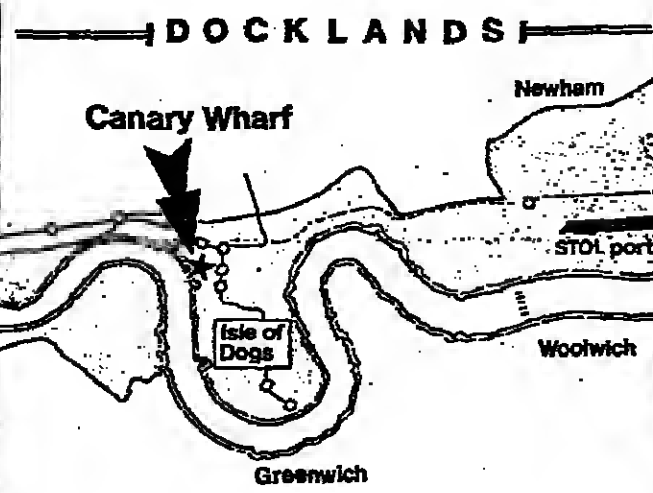
The City of London, caught off balance by the speed of the revolution and determined to resist an development which threatens its architectural heritage, has so far been unwilling or unable to respond.

With integrated financial services groups demanding ultra-modern space capable of accommodating the latest in communications technology and measured in hundreds of thousands of square feet, the City office market has let them down. This year, the largest City office building due for completion offers just 51,000 sq ft and names like American Express and Security Pacific are snapping up space in major developments which are not even due for completion for another year or more.

Other financial groups like Merrill Lynch, Citicorp and Goldman Sachs appear to be engaged in a continuous hunt for the type of floorspace capable of housing their expanding operations. No sooner has space been secured than the search begins for more accommodation. Increasingly, the evidence suggests that occupiers will settle for a less central location if they can get floorspace of the right type and quality.

Until now, few financial groups have considered docklands on the list of options, although it is known that Chase Manhattan, for example, took a close look at the area before deciding it was not prepared to play pioneer and preferred instead to locate its new operations centre at Bournemouth.

There have been one or two limited "defections." The Stock Exchange itself is having a new building developed on the Isle of Dogs which will accommodate its operations while the London Commodity Exchange is moving just over the City boundary to establish two new market trading floors next to the



UK financial services

Why new banks may appear on the Thames

By Michael Cassell, Property Correspondent

World Trade Centre at St Katharine's Dock.

But the consortium proposals for Canary Wharf in the Isle of Dogs enterprise zone have brought to a head the debate on the merits and disadvantages of locating there. Mr Reg Ward, chief executive of the LDDC, says: "The plan represents a major watershed in the docklands' development programme."

The outcome of this particular initiative will have major consequences for the entire area. The ambitious plan involves the development of up to 8m sq ft of office accommodation (the Square Mile has 55m sq ft of office space) on a 71-acre dockside site which, if transported to the City, would stretch from the Bank of England to St Paul's Cathedral. Up to 40,000 people could be directly employed in the new financial centre.

Morgan Stanley International, Credit Suisse First Boston and

First Boston Real Estate devised the plan after a four-year-long fruitless search for suitable space within the City boundary. Mr Jack Hennessy, group chief executive at Credit Suisse First Boston, says the plan represents an answer to the chronic shortage of City floorspace needed to house international securities operations.

The consortium members will need to convince the LDDC that other financial groups will join them in taking space in the centre and Mr Hennessy says the scale of the response has vindicated the consortium's initiative: "We have talked to the majority of the companies currently seeking 7m sq ft of office space in the City and, together with our own requirements, can already talk in terms of filling 2m sq ft of floorspace at Canary Wharf."

If the Corporation approves the plans, the first 2m sq ft

phase could be under way in the new year. Accommodation costs are expected to run at half the levels of those in the City, not least because of the initial rate-free status extended to enterprise zone occupants.

But despite the rising pressures within the financial community for modern floorspace, many people remain to be convinced about the Canary Wharf scheme itself and the attractions of docklands as an extension to the City.

Stuart Tarrant, chief financial officer for Standard Chartered Bank, says docklands will only work "if the big players lead the way." He adds: "Someone has to make the first move and the Morgan Stanley consortium could get the ball rolling."

A senior executive with a major U.S. bank in London believes docklands is geographically well suited for back-office business but doubts if it could ever provide a home for market trading operations. "Dealers need to be able to walk to the corner pub and chat with colleagues in order to keep their market intelligence up to date. The only chance for success in the docks will be if several big firms make the move. There is comfort in numbers."

Docklands' biggest potential drawback in the eyes of potential occupiers is communications, or lack of them. The LDDC has undoubtedly engineered major coops in securing the go-ahead for the docklands light railway, which in 1987 will link the area to the London underground system, and for STOLport, the airport planned for the Royal Docks. Fully aware of the need to improve transport infrastructure still further, the Corporation will this November present a Bill to parliament seeking approval to extend the light railway eastwards to the new airport.

According to Mr Christopher Benson, chairman of the Corporation: "We are acutely aware of the doubts over transport links. Thousands of commuters travel into the City from the east of London and we have to make it possible for them to get into docklands to work while we also have to ensure excellent links into the City. We are making enormous progress in this respect and people finally recognise the fact."

Mr Benson believes the institutions are now beginning to take docklands seriously and that a wave of investment could be around the corner. "There are now talking about the principle of investing in offices here, although there is still little actual cash on the table. They have been spoiled for investment opportunities in the past and will need to be wooed."

The change of attitudes towards docklands among the institutions is confirmed by Mr Michael Mallinson, joint chief surveyor at Prudential Assurance. "There has been a marked change of sentiment in the last year. We could see the attractions of docklands as a residential market but were very sceptical about its commercial potential. Plans like those put together by Morgan Stanley and Credit Suisse will have a major impact on thinking although we are still wary of the communications problems."

The Prudential will not yet confirm it, but Britain's largest insurance group appears ready to earmark funds for its first docklands office development. The decision would, like the Canary Wharf proposals, represent a major boost in the propaganda battle now being waged to overcome the lingering uncertainties over the area's future. The day the Square Mile extends beyond Whitechapel and Wapping to the West India Docks is the day those doubts should finally die.

Lombard A level field for some

By John Plender

LIBERALISATION has transformed the housing finance market in Britain. With building societies writing letters to their customers begging them to borrow more, the proposition is self-evident. And since Mr Nigel Lawson decided to put the banks and the building societies on the same fiscal footing we also have what the bankers like to call a level playing field. The problem to judge by this week's events, is getting access to the pitch.

Definitely on the field is Britain's biggest building society, the Halifax, which on Monday announced a £150m note issue in the Eurobond market. This route to the international wholesale market was opened up in the last budget, which permitted building societies to pay interest gross to overseas investors from next year.

The rationale for the Halifax is that occasional wholesale money gives flexibility on the deposit side of the balance sheet, helping it to compete not just with the clearing banks, but with foreign banks and even life assurance companies. Off the field, and out of sorts, after an (allegedly) gaudy argument with the referee, is Britain's biggest accepting house, Kleinwort Benson. On Tuesday it declared that it had shelved plans to offer mortgages to finance its customers' consumer spending, following discussions with the Bank of England. The bank's scheme was a breach of a 1982 Bank directive requiring banks to restrict their mortgages to the purchase or improvement of residential property.

Why was a leading merchant bank traditionally more at home in wholesale finance, anxious to plunge into retail banking? And why all the other when everyone knows that a call to say, the Bristol and West or indeed almost any American bank in London would provide what Kleinwort was no longer proposing to offer?

The first question is the easier of the two. The fact is that some British consumers are exceptionally unsophisticated in the way they finance their spending on everything except houses. After the government-subsidised house price

spiral of the 1970s the average home owner has considerable equity in the property: the value of the housing stock is reckoned to be around £450bn, while the associated mortgages amount to little more than £100bn.

There is thus plenty of unused security for further borrowing. Yet this week's official figures for consumer credit, which is curiously expensive, show that consumer debt is hitting record levels. For any bank not in the consumer credit business, educating the British home owner to borrow less exorbitantly looks like the business opportunity of the decade.

But the merchant banker's bonanza is to mix the metaphors further, the central banker's hole in the monetary tide. If all these homeowners exploited their borrowing capacity to the full, officials ask, what price another Barber boom? So the Bank of England's public position is, in effect, that merchant banks can make as much money as they like introducing building societies to all the exorbitant of the Eurobond; but actually competing with the societies is off-limits.

A curious line, given that liberalisation was intended to introduce rationing by price; and that it is virtually impossible to control the release of equity from the housing market anyway. The result is also inequitable. While the Bank may plead that the building societies are outside its supervisory bailiwick, the U.S. banks are not. These inconsistencies point to a more subtle explanation.

It seems doubtful that the Bank was protecting the clearing banks' profits—on past form it is more likely to do that by accident than design. More likely it objected to the very public way in which Kleinwort drew attention to a market anomaly whose elimination might pose a problem for officials. The lesson may be that discretion is the better part of mortgage banking and that loans are best sold through brokers and other intermediaries. And if, dear reader, you have persevered thus far, please forget that you have read this article. But don't let the Bank have you pay through the nose.

Cash flow shortage

From Mr V. Underhill.
Sir,—In your review of the Chapman Wong survey of small businesses September 3, the requirements to pay VAT and PAYE by the due dates is said to put at risk many small businesses.

For many companies there is a most fundamental reason for cash flow shortage. That is the practice of many companies who abuse their size and position to delay payment of debts due to suppliers of goods and services beyond a reasonable length of time.

If debts were paid in due time the cash to meet PAYE and VAT payments would in most cases be available, assuming the company is reasonably sound. The Government is able to introduce legislation and penalties to enforce tax payments but most smaller companies do not have the power to force their debtors to pay up on time, for fear of losing future business.

V. Underhill.
Peckham, Surrey.

Hitting the target

From Mr W. Grey.
Sir,—Samuel Brittan's Economic Viewpoint of August 22, commenting on the often wide but "intricate" gap between first published and finally revised GDP growth estimates as well as on the occasionally quite big discrepancies between different GDP measures, belatedly prompts a few random reflections.

Are not GDP forecasts painstakingly prepared to the nearest decimal point, and sometimes invidious comparisons between them, a shade supererogatory? Surely precision, or accuracy, to within half a percentage point, or at most a quarter, is about as much as anyone can legitimately demand, or can reasonably be expected to deliver.

What goes for GDP (and similar) forecasts goes equally, if not more so, for GDP targets, including Mr Brittan's own favourite, as he reminded us of Nominal GDP. If first ("flash") GDP estimates are frequently wide of the mark, and firms ones inevitably belated, a GDP target—than which you can not get any bigger—is more doubtful still.

Come to that, the reverence bestowed by some on monetary targets (not to speak of also often conflicting monetary measures) seems, with the possible exception of the narrowest (MO), a little excessive also. Or, like the pleasure of the chase, are those targets validated

Letters to the Editor

simply by (occasionally, and perhaps accidentally) being hit? W. Grey, 12, Arden Road, N3.

Non proliferation negotiations

From Mr D. Lowry.
Sir,—It is a pity that your newspaper with its excellent reputation for accuracy seems to have become so befuddled between the reports of, and commentary upon, the nuclear non proliferation treaty (NPT) review conference, Your Diplomatic Editor in Geneva correctly stated (August 27) that there are 130 member states of the NPT, and continued to file clear stories through last week. Yet your editorial (August 27) cited only 124 NPT member states, and Ian Davidson (September 2) yet another inaccurate figure of 123.

Mr Davidson's article on nuclear tests also confuses his history in describing the Soviet Union's announcement of a moratorium on such tests as "cynical propaganda." While admitting that halting nuclear testing is not equal to real nuclear arms reductions, it is a start. After all, you can't start moving backwards before first stopping running forward.

For the record, following the breakdown of the tripartite U.S., USSR, UK negotiations (1977-80) on a comprehensive nuclear test ban treaty (CTBT), Mrs Thatcher said in Harrogate on March 27 1982: "Negotiations for a CTBT are going, alas, far too slowly and should be speeded up and completed."

On July 19 1982, President Reagan announced that the U.S. would not resume the CTBT negotiations. The UK Government fell into line with the new U.S. position, something not unrelated to the aid given by the U.S. to Britain during the Falklands War that came between the two statements.

The reiteration last week in *the Times* by A. J. Petrosyan of the USSR of the Soviet moratorium offer followed upon earlier attempts by the Soviet Union, on February 26 and April 17 this year, to reinvigorate moves towards negotiations for a CTBT. In this case they are supported by Dr David Owen, and James Callaghan, both well experienced staunch NATO supporters, and by Dr Glenn T. Seaborg, former chairman of the U.S. Atomic Energy Commission, and Edward Kennedy (Democrat) and Charles Mathias (Republican) with Congressional legislation this year.

The final Soviet offer made on July 31 of a unilateral moratorium in utter frustration at the intransigence of a blinkered U.S. administration that clearly wants to sustain the nuclear arms race and not halt it.

Any arms control or disarmament initiative may be seen to have some propaganda value. But Mr Davidson fails to look beyond the propaganda to see the real substance. This is a pity indeed.

David Lowry, European Proliferation Information Centre, 283 Pentonville Road, N1.

Unelected leaders

From Mr P. O'Shea.
Sir,—In your leader "A victory for democracy" (August 29) you conclude that "It is an irony that Mr Kinnock has so far failed to democratise his own party and relies on the unions and representatives, or not, to keep his own militants in check." You are absolutely right.

But tell us, why do you pick on Mr Kinnock? The other party leaders were not elected by ballot of their members? Not one of our political parties is run democratically.

Let's be fair.

P. J. P. O'Shea, 13, Westchester Drive, N.W.A.

Defects in buildings

From Mr C. Skrzynski

Sir,—To enlarge on the correspondence about defects in buildings protection in France for the building owner during the first ten years in the life of a new building is achieved by a combination of various policies, principally *damage coverage*, which is a first party policy to ensure that the building owner is indemnified without the delay of having to allocate liability between the various parties. Each of the latter, however, carries a compulsory liability cover and it is these covers which ultimately meet the loss.

In addition to the cost of the *damage coverage* and liability policies must, of course, be added the cost of the technical control which is compulsory for most classes of commercial buildings.

The total of all these costs is in the region of 3 per cent upwards of project value, compared to which the decennial insurance now available in this

UK carries a price-tag in the region of 1.2 per cent to 2 per cent, including technical control. Charles W. Skrzynski, 203 Kings Road, Reading, Berks.

Use the state schools

From Mr D. Mitchell.
Sir,—Eric Short's article in *Weekend* (August 31) on the options available to parents of children at fee paying schools who face financial pressures, completely misses the obvious option. Place the child into the state system.

Too many parents, fooling themselves that their motives are educational and not social, use the cheque book as an alternative to proper parental care and interest.

The present state system in conjunction with a full and happy home life offers an overall education which today makes most private education the worst value for money anywhere. David Mitchell, Woodstock, Ipswich Way, Fellingath, Stearnmarket, Suffolk.

Phone-ins are essential

From Mr D. Denson.
Sir,—I came down in the early hours of Saturday morning after presenting my late night 'phone-in on LBC and sat down to my usual indulgence, reading the FT before almost everyone else in the world, when a feeling close to the personal crept over me. Jonathan Sale was telling me (Private View, August 31) that 'phone-ins are not "important"—only a few hours before I had been telling a journalist doing research for a piece for an equally serious newspaper that 'phone-ins couldn't be considered educational or therapeutic, just entertainment. That's why people enjoy them.

Then I realise Mr Sale was trying to dissuade 'phone-ins as worthless; that I think is a mistake. It must be a hard land where this type of radio doesn't flourish, where there's no opportunity to speak out on issues and rumours, and know lots of people are going to hear what you have to say. On my programme that opportunity has been taken up by a cross-section ranging from bankers to ex-burglars, bright teenagers to bigoted elders and better. They queue up to do it, hundreds of thousands listen.

'Phone-ins are simply honest, unfettered conversation. For a free society that isn't important. It's essential. Daniel Damon, London Broadcasting Co, Gough Square, EC4.

NOTICE OF REDEMPTION GENERAL MOTORS ACCEPTANCE CORPORATION OF CANADA LIMITED

Canadian \$60,000,000 18% Notes due October 1st, 1987

Pursuant to the terms of paragraph 8 (a) of the Notes, which provides that at any time on or after October 1st, 1985 the Notes may be redeemed at the option of the Company, notice is hereby given that General Motors Acceptance Corporation of Canada Limited intends to redeem on October 1st, 1985 the Cdn. \$60,000,000 18% Notes due October 1st, 1987 at a price of 101% of the principal amount together with interest on such principal amount accrued and unpaid to the said date of redemption.

The redemption price of the said Notes shall be payable on presentation and surrender thereof with all unmatured coupons at any one of the following paying agencies:

BANK OF MONTREAL
Toronto Securities Service Centre
B-1 Level, First Canadian Place
Toronto, Ontario
M5X 1A1
Canada

BANK OF MONTREAL
9 Queen Victoria St.
London EC4N 4XN
England

BANQUE BRUXELLES LAMBERT S.A.
60 Cours St. Michel
1040 Bruxelles,
Belgium

CHEMICAL BANK
Friedgasse 16
8002 Zurich,
Switzerland

BANQUE GÉNÉRALE DU LUXEMBOURG S.A.
27 Avenue Montigny
P.O. Box 1906
Luxembourg

CHEMICAL BANK
P.O. Box 17 41 6
Ulmstrasse 30
6000 Frankfurt 17,
West Germany

CHEMICAL BANK
190 Avenue Charles DeGaulle
92523 Neuilly-sur-Seine
Paris, France

NOTES should be surrendered with all coupons appertaining thereto maturing on or after the date fixed for redemption, failing which the face value of any coupon not so delivered will be deducted from the sum due for payment.

Any amount so deducted will be paid against surrender of the said coupons within a period of 10 years from October 1st, 1985. On and after the date fixed for redemption, interest on the notes will cease to accrue.

Dated at City of Toronto this 19th day of August, 1985.

GENERAL MOTORS ACCEPTANCE CORPORATION OF CANADA LIMITED

Chris Sherwell and Wong Sulong talk to Malaysia's confident Finance Minister

Daim charts a brave solitary course

MALAYSIA is flouting the unhappy experience of its neighbours and has rejected the cautious advice of economists and bankers alike with its dogged adherence to forecasts made earlier this year that its economy will grow by 5.5 per cent in 1985.

The chief architect of this policy is Mr Daim Zaiduddin, Finance Minister, who has been given a virtual blank cheque to manage the economy from Dr Mahathir Mohamad, the Prime Minister. Mr Daim bases his surprising optimism on a hefty financial stimulus from the Government and an anticipated surge in private investment following a major liberalisation of tough foreign investment rules.

His bullishness stands in sharp contrast to the gloom spreading around Asia's other high performance economies - South Korea, Taiwan, Indonesia, Thailand, Singapore and Hong Kong. Neighbouring Singapore, whose economic fate is often linked to Malaysia's, expects zero or negative growth in 1985, for the first time in more than 20 years.

Economists and bankers in the region believe Malaysia will also suffer this year because of the slowdown in the U.S. economy which has hit the semiconductor industry, the fall in prices of Malaysia-produced commodities such as rubber, palm oil, tin and petroleum, and a slackening in construction in the face of an over-supplied property market.

Figures published recently by Bank Negara, the central bank, duly showed lower than expected 4.5

per cent growth in the first quarter of 1985, but forecast an improvement later in the year.

This is widely doubted, but Mr Daim, a leading businessman before being catapulted into the Finance Minister's chair 13 months ago, takes the opposite view and believes Malaysia can move against the trend. In particular, he points to the following:

● The Government has already injected MS3.2bn (U.S. \$1.3bn) into the economy through the money market in the first seven months of this year. This policy says Mr Daim, will continue.

● Another MS1bn is available at concessional rates from a special investment fund to be used in agriculture, manufacturing and tourism. Disbursement is to start soon.

● Public expenditure has been reined in so successfully that the Government still has MS18bn of its 1985 budget of MS29bn available to spend in the next four months.

● Further efforts are being made to push down high domestic interest rates. In June the Government secured a one-point reduction in base lending rate to 10.25 per cent, and also lowered statutory reserves for commercial banks.

● Government moves to boost the weak local stock market, treated sceptically abroad, will continue.

Mr Daim says the market is an important barometer of confidence in the economy, and hints that the Government has more firepower in its arsenal. So far he has encouraged bank loans for share purchases, frozen new public listings, urged government investment ag-

encies to buy actively in the market and even brought the securities industry watchdog agency under his control. The impact has been less than pronounced but this, he says, will take time.

● Private investment, especially by foreign interests, is expected to soar after Mr Daim's announcement in July allowing foreign investors to retain a majority equity stake in export-oriented or high-technology projects.

According to Mr Daim, the Government's industrial licensing authority has already approved MS1.7bn worth of projects in the first half of this year - up 57 per cent on the same period last year - and multinationals are responding to the latest initiatives.

Mr Daim says he wants to make the investment process easier. "Where an investor wants to invest, let him come in first and talk about rules later. We must not put obstacles in the way. Let him take the risk, set up his plant and make his money before we talk to him."

The audacious plan of action appears to mark a significant modification of the policy of the past three years, when the Malaysian Government's economic priorities were to reduce the deficit on the current account of the balance of payments and to limit the rising burden of external debt.

This involved stringent curbs on government development spending, especially by "soft-budget" public sector agencies, reduced foreign borrowing and refinancing of existing external debt, estimated at MS37bn at the end of 1984. By last

year, the current account deficit was successfully cut to MS4bn from close to MS8bn two years previously.

Mr Daim's emphasis on stimulating the economy through enhanced private sector activity appears to take advantage of the leeway given by this external improvement, but it is not likely to be without cost to the balance of payments. The Government, according to the Finance Minister, is now projecting current account deficits of MS5bn-MS7bn for both 1985 and 1986, although he insists things will remain under control.

The Government's commitment to private sector-led growth will be further underlined this month with the publication of its so-called "industrial master plan." It will spell out a comprehensive range of incentives for local and foreign investors in all industrial sectors, and will precede publication of Malaysia's Fifth Economic Plan for 1986-90 at the end of the year.

The plan will be the last and most important in the 20-year period of Malaysia's New Economic Policy, a cornerstone of government policy formulated in 1970 to "restructure" the country's ownership of wealth in favour of the dominant but economically weak Malay community.

Foreign investors have been deterred by this policy's complicated partnership requirements, with local businessmen. But the policy has also increased Malay wealth and in the more relaxed political atmosphere, Mr Daim appears now to be shifting its emphasis.

Previously, for example, governments pushed hard for increased Malay corporate ownership, side-stepping its impact on confidence among foreigners and local non-Malays. Now the Government believes full achievement of its objectives hinges on a revival of private investment.

The fact that this is happening under Dr Mahathir, one of the original promoters of the policy, may seem ironic, but there are new realities to contend with, as Mr Daim points out.

"The tendency of Japan to invest in its markets abroad is very dangerous for us," he says insistently. "We are part of a world market which is competing for foreign investment and is increasingly protectionist. We must make Malaysia even more attractive."

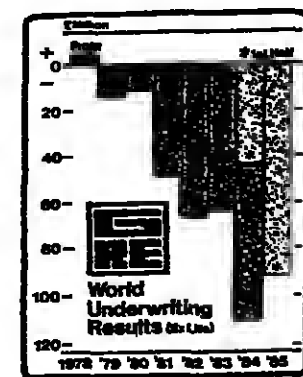
As Mr Daim has settled more securely in his job, scarcely a month has passed by without some important policy pronouncement or decision. Quietly self-confident and outwardly unassuming, he appears determined to try to conjure a shift in the Government's approach to economic management. He began this process with a large "supply side" tax cut in his first budget last October.

If his moves have attracted comment from local politicians as well as foreign bankers, judgment on them it is as yet being reserved. Some say he has little option but to do everything to prevent a recession at home, but Mr Daim is clearly putting his reputation, and that of the Prime Minister, on the line.

THE LEX COLUMN

No cover for the underwriters

After climbing so high on rather little volume, equities were sure to take pause before long. Yesterday the market was drifting even before it heard the sickening thud of composite insurance results. For the last couple of weeks performance-minded funds have been pouncing after hot takeover stocks to a rapidly thinning atmosphere, and perhaps a 7 point yield gap has started to make equities look over-stretched once more. A reopening of the rights issue sluices may be more than the market can currently stomach.



There is no doubt that P & O has produced higher underlying returns from the managed businesses but it is not easy to measure the extent of the improvement.

So long as aggregate profits carry on rising, the market may not bother too much about exactly where they come from. The best way for P&O to ensure that they do continue upwards may be a bid for Ocean Transport and Trading.

Full year profits of around £120m pre-tax would leave P&O shares on a multiple of around 14 times, so it could bid up a fair distance for OTT without attracting earnings dilution. And, with its own equity trading 50 per cent above net asset value, P&O would need to pay a fancy price indeed before it suffered any dilution of assets.

Insurance

Composite insurance may be one of the more exhaustively analysed bits of the UK equity market, but it can still pack a punch. Yesterday it was the turn of GRE and Sun Alliance, whose blue chips in dividend growth, to report interim results rather below the pre-tax expectations of the stockbroking fraternity - by some £30m in the first case, by the difference between profit and loss in the second. GRE made exactly £800,000 before tax but, oddly, this belated election to the club of recovery stocks worked no magic for its share price, which shed 45p (to 685p) and with it a traditional yield discount to the sector. Sun Alliance, which lost £15m, had a softer landing 22p down at 675p.

Flow pressure on investment income, which was further depressed at Sun Alliance by £27m in funding costs for the purchase of Phoenix. But before the market starts assessing their recovery potential against the big U.S.-based composites, it will need to recover itself from yesterday's shock. This may take longer with GRE, which has suffered a dent in its reputation not least as a manager of risk in the U.S., where it lost over £18m underwriting in an improving market. But at least, neither company has any surprises about uncovered dividends.

P & O

Had the companies reported first quarter results, the market might have been better prepared, or perhaps not. The usual round-up of Acts of God curried cyclones in Fiji and shattered greenhouses in Niagara, but the fact is both companies are doing very poorly in their home market. It may well be that UK motorists now drive with their eyes closed and the weather is getting nastier, but it is the industry that continues to mismanage the underwriting risk whether it is insuring cars (where GRE lost nearly £12m) or house structures (where Sun Alliance lost the best part of £25m).

Of course, rate increases are now coming through with a vengeance in the UK no less than in the U.S.: customers of GRE will probably end up paying a quarter as much again in motor premiums by the end of the year. Provided the industry holds together, there should be no loss of volume greater than in the first half, where both GRE and Sun Alliance pushed up their underwriting premium income (their rates, in other words) by 16 per cent, and that should relieve cash-

flow pressure on investment income, which was further depressed at Sun Alliance by £27m in funding costs for the purchase of Phoenix. But before the market starts assessing their recovery potential against the big U.S.-based composites, it will need to recover itself from yesterday's shock. This may take longer with GRE, which has suffered a dent in its reputation not least as a manager of risk in the U.S., where it lost over £18m underwriting in an improving market. But at least, neither company has any surprises about uncovered dividends.

P&O beats forecasts with £58m profit

By Frank Kane in London

FAR BETTER than expected pre-tax profits for the six months to the end of June were announced yesterday by Peninsular & Oriental Steam Navigation (P&O), one of Britain's biggest shipping companies, in its first set of results since the merger with Sterling Guarantee Trust (SGT), the property services group, which was completed in February.

The £58.3m (\$80m) total was well above even the most optimistic forecasts in the City of London, which had suggested a taxable figure of around £50m, and brought a 23p rise in the share price which closed at 421p.

It compares with £33m for the same period of 1984, restated to provide an "exactly comparable basis," according to Sir Jeffrey Sterling, chairman. Sir Jeffrey, who masterminded the link-up between P&O and his Sterling Guarantee Trust, said the result represented "good progress."

The container and bulk shipping division, which contains the 47 per cent interest in Overseas Containers (OCL), was the star performer in the half-year, with OCL itself lifting operating profits by £8m to £17.5m. The passenger services side made £9.2m, most of which came from the Royal Princess liner.

None the less, Sir Jeffrey warned that the "crucial investment as a whole continues to be unacceptable in a difficult market." A large part of P&O's business is in the "dry-cruise" market, where passengers made one of the legs of the journey by aircraft. This had been hit, especially in the Mediterranean, by the Athens hijacking and the string of air disasters, which in particular had deterred U.S. customers.

OCL was beginning to feel the effects of new long-range competition in the shipping market and the resultant pressure on freight rates, but it would be cost effective and there would not be a tremendous effect on P&O in the second half. Sir Jeffrey said he believed that overall the group would have "a satisfactory second half." In the City, the expectation now is for a full-year profit of around £124m.

See Lex Details, Page 13

UK unions to seek accord with Labour Party on pay policy

BY JOHN LLOYD, INDUSTRIAL EDITOR, IN BLACKPOOL

LEADERS of Britain's Trades Union Congress (TUC) yesterday agreed to lay the foundations of a framework for planning incomes policy with a future Labour government.

Mr Norman Willis, the TUC general secretary, recovering some of his faltering authority, moved the acceptance of a "partnership" with a Labour government by saying that pay would be "unavoidably" on the agenda of talks between unions and a Labour administration.

The debate within the labour movement on incomes policy versus free collective bargaining is not dead but a series of debates at the TUC's annual conference in Blackpool gave Labour Party leaders as much commitment as they could reasonably hope for at least two years before an election.

A motion which called for a national minimum wage was also passed, committing the TUC to this for the first time. Mr Larry Smith, the Transport and General Workers' executive officer, said that to make it legally enforceable would

be "a foot in the door for the incomes policy fanatic" - but Mr Alec Smith, general secretary of the Tailor and Garment Workers, forecast that TUC policy would include statutory backing by next year.

Mr David Bennett, chairman of the TUC's economic committee, stressed support for incomes planning when he said that "the agreements and the bargains we will make will determine whether and when we end mass unemployment. When we restore industry to health, when we revive our economy, if all these factors are subject to planning from the government, then from the trade union movement let us say income determination must have its place in that process of agreed planning."

Mr Alan Tiffin, general secretary of the Union of Communications Workers, successfully moving a composite resolution calling for support of free collective bargaining "within a framework of a planned and agreed economic strategy" said that by making unemployment a priority "it will mean

sacrifices for us and our members."

"We must retain the right to bargain freely, but we must try and do it in an agreed way within an agreed economic strategy with a new Labour government."

Mr Willis' speech was prefaced by warm applause and concluded by a standing ovation. The congress - as Mr Jack Koles, its chairman, acknowledged - was giving public support to a man whose public performance has been under attack by general council members and delegates.

Meanwhile intensive efforts were being made last night to avoid a major split in Britain's trade union movement over the Conservative Government's employment legislation.

The TUC's general council was seeking a compromise with the Amalgamated Union of Engineering Workers over the AUEW's rejection of a TUC demand that it desist from taking state aid to finance ballots of its membership.

Unions' South African link, Page 7

Nissan hopes to boost UK production

By Nick Garnett in Tokyo

NISSAN, the Japanese car maker, wants to expand output at its Washington, north-east England, plant beyond the 100,000 vehicle a year target planned for the second phase of the project.

The initial phase, which involves the assembly of 24,000 cars from knock-down kits, comes on stream next August.

Mr Kaichi Kanoo, Nissan Motor vice-president who is responsible for the project, said in Tokyo that the company is maintaining its timetable for the site development and that the second phase decision would be made in 1987, although he saw no serious problems that would prevent the higher production levels.

Nissan sold 103,400 cars in the UK last year for a 5.9 per cent market share. Vehicles made under phase two, which will have a British component content of between 60 and 80 per cent, will be classed as UK made.

The company also indicated strongly yesterday that once it formally decides to go ahead with phase two, it will seek an agreement with the UK Government to exclude some or all of the 24,000 vehicles built yearly under phase one from its import quota while phase two is being built.

At the moment phase one production will be included within the overall allowed Japanese car import figure. Mr Kanoo said more than 10 UK component makers were now in detailed discussion with Japanese component makers on some form of technical agreement. A number of UK component suppliers have also told Nissan that they intend to set up production sites close to the Washington plant.

Nissan also expects to sell 3,000 vans from its Spanish subsidiary in Britain next year.

It will be the first time Spanish commercial vehicles have entered the UK in substantial numbers and will be bound to spark new life in the row about the severe imbalance in motor industry trade between the two countries.

Nissan wants to produce cars in Spain, Page 16

Paris pumps £2.8bn more into cable TV

Continued from Page 1

had already been spent on the programme.

The project has caused considerable debate because of the Government and the port and telecommunications authority's decision to opt for a massive optical-fibre programme. The Government regards that as a strategic choice, although optical fibres are much more expensive than conventional coaxial copper wiring.

To underline the commitment to optical fibres, M. Mazarandau said yesterday that he wanted to see the share of optical fibre increase in the initial stages of the cable programme.

Lack of optical-fibre capacity has meant that about half the French programme has so far involved conventional coaxial cables. But with the development of the domestic optical-fibre industry, that percentage of coaxial cables should decline.

De Kock pledges aid for S. African banks

Continued from Page 1

ers' acceptance falling due for payment.

"Obviously we cannot go as far as to make a big hole in the net, but we have a standstill. But as far as possible we will, in co-operation with banks, try and keep everything running smoothly. We do not want to cause any embarrassment or practical problems for any banking group."

Dr de Kock said he was aware of the rumours of problems at South African banks branches in both New York and London which arose during the closure of the Johannesburg foreign exchange markets, but added: "My understanding is that these difficulties have been largely if not entirely resolved."

He confirmed that the decision to impose the four-month moratorium was taken on August 27 in response to a concern that the decision of "two or three" U.S. banking groups not to roll over maturing short-term credits. However, he said that his meet-

ings with U.S. bankers and officials during the last few days had focused on the practical implications.

He emphasised that South Africa was not seeking additional new credit and insisted that the South African economy remained strong.

Dr de Kock added that he now planned to meet bankers in Europe and would seek to form a working group to help to plan an orderly rescheduling of South Africa's debts. He said South Africa had not yet decided who should lead the group but added that he would seek "a merchant bank or an individual financial expert in Europe" to assist in the rescheduling negotiations.

Speaking in Vienna, Dr Meyer of the Swiss National Bank said that South Africa's current difficulties were not comparable to those of developing countries and that its problems were entirely political. South Africa, he said, "was not facing a currency crisis but a political crisis that had spread to the currency area."

Unitary tax bill may fail

Continued from Page 1

achieved in two ways: by a rule change to allow the bill to be debated again; or by inserting the bill as an amendment to tax legislation already passed, avoiding another committee hearing. It would, however, have to be voted on in the assembly.

To overcome opposition from U.S. companies which claimed they would be unfairly taxed, an earlier amendment to the bill gave tax relief on 57 per cent of all foreign dividends provided they were reinvested in California.

That, however, proved insufficient to overcome the objections of some U.S. companies, and on Tuesday the committee divided equally

with one Republican abstention over a proposal by the committee's chairman to exclude foreign dividends altogether from the tax with-in three years.

Many liberal Democrats had never come to terms with the bill, which it was estimated could cost the state up to \$300m a year in lost tax revenue.

An official at the California Tax Board was quoted last week as saying that a "substantial number" of companies were still refusing to pay tax assessed under the unitary method. Shell, IBM and Sony are among corporations which have been fighting court cases against it for several years.

Pöhl hints at cut in rates

Continued from Page 1

He pointed out that even a ½-percentage-point cut would be quite large in relation to the current level of interest rates in West Germany.

He said he believed some further decline of the dollar was necessary to help to correct the huge imbalance of the U.S. trade account and that at least some further rise of the D-Mark could be tolerated without a serious impact on German trade.

The decline in the dollar would ideally come about through more radical cuts in the U.S. budget deficit, which could allow lower domestic interest rates.

World Weather

Area	Temp	Wind	Area	Temp	Wind
Africa	25-32	SE	Europe	18-25	SE
Asia	25-32	SE	France	18-25	SE
Australia	18-25	SE	Germany	18-25	SE
Canada	18-25	SE	Italy	18-25	SE
China	25-32	SE	Japan	18-25	SE
India	25-32	SE	Spain	18-25	SE
Indonesia	25-32	SE	Sweden	18-25	SE
Japan	18-25	SE	Switzerland	18-25	SE
Latin America	25-32	SE	Taiwan	18-25	SE
Middle East	25-32	SE	Thailand	18-25	SE
N. America	18-25	SE	USSR	18-25	SE
Oceania	18-25	SE	Yugoslavia	18-25	SE
South America	18-25	SE			

See Lex Details, Page 13

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Benefits of working on the lucrative fringe

BY MICHAEL DIXON

I HOPE readers not employed by London banks have returned from holiday in a pleasantly relaxed mood. Otherwise their blood pressure might be hoisted towards danger level by the following sketch of the prevailing state of perks in London banking, alias the "lucrative fringe" of employment in Britain.

The sketch is drawn from the latest survey by the Jonathan Wren recruitment consultancy. The study covered nearly 12,000 people employed in London by 54 banks — eight of the UK merchant variety, four consortium, seven American, and 35 international banks of other origins. Anyone wanting the full survey, should contact Wren's Frank McGill at 170 Bishopsgate, London EC2M 4LX; telephone 01-623 1266.

Top of the perks popularity league, of course, are schemes for help with house-buying.

Here the trend seems to be away from the banks themselves supplying loans at low interest. Only nine of the 54 surveyed restricted themselves to house-purchase schemes of that kind.

In no fewer than 31, staff had to go out and get their loan from a building society or such-like and be content with having their employer merely help with the interest payments. But in a further 13, the staff had a choice of either kind of scheme. There was just one bank that

offered no help with house-buying whatsoever.

In the other 53, the length of service required before employees became eligible for assistance ranged from six years down to six months. The least generous limited the capital sum to £24,000 or two and a half times salary, whichever was the lower. But the majority were less tightfisted, allowing four times the person's annual salary up to sums ranging from £50,000 to £100,000. The most common interest charge was 5 per cent.

Since the staff concerned have other things to buy besides houses, they also like to have the option of personal loans. While these were not available in five of the banks, including the one giving no help with house-purchase, the other 49 provided them.

To qualify, staff variously had to have served for between three months and a year. The maximum loan ranged upwards from £500 to a quarter of the person's salary. Again the most common interest charge was 5 per cent.

Then there is lunch, which costs money too of course. Help by way of a free or subsidised canteen, luncheon vouchers or cash allowances was given by all but three. This time the tightfisted did not include the bank providing neither housing assistance nor personal loans.

It provided lunch vouchers of £1.15 daily. The vouchers given by others ranged downwards from £2 to only 40p a day, £1 being the most popular value. Cash allowances ranged from £165 to £650 a year.

As getting into work in London and back again is an expensive business, 53 of the 54 banks advanced interest-free loans to cover the travel. Two of them gave some modest subsidy as well. The odd one out supplied season tickets to all staff except those with a company car.

Besides that one, a further 44 issued cars. But these were uniformly restricted to fairly senior managers, and only ten banks paid for even some of the petrol used in non-business motoring. The nine which abstained from giving company cars included the one also eschewing subsidised house-buying and personal loans.

Even so, it was among the 47 banks providing private medical facilities both for staff and for their dependants. Another six gave the same solely to employees. Accident insurance mostly covering all staff was provided by 24, and 45 gave long-term disability cover. Pension schemes — in 38 cases non-contributory and in all but two including death-in-service and death-in-retirement benefits for dependants — were virtually

universal. So were enhanced pay for overtime for staff up to middle management level, and allowances for those working shifts.

The standard working week was 35 hours in 50 of the banks, 36½ and 37½ respectively in two more and 38½ in another. The minimum holiday ranged from 18 working days at worst, through 20 in most cases, to 25 in two others and 30 in one.

Staff get paid salaries as well, of course. Although this particular survey by Wren does not state what the salaries are, increases in 1984 ranged from 5 to 15 per cent with a similar range of rises expected this year. In addition, 37 of the 54 banks paid bonuses, six of them on a contractual basis.

Which is just about the lot. A mere eight offered more than the normal entitlement by way of maternity benefits. It is true that 30 provided certain other miscellaneous benefits. But these were mostly restricted to dribs and drabs such as sports club subscriptions and membership fees for professional bodies, although one bank had a save-as-you-earn share scheme, another gave grants towards the education of employees' children and a third provided "sauna facilities".

To case any reader is wondering what the employing organisations receive in return for the said fringe benefits, all

I can say is that it evidently isn't a uniformly low rate of staff turnover.

The lowest for 1984 of 1 per cent and the highest of 35.6 per cent were each recorded by banks offering perks of pretty comparable generosity. The rate of the one which gave no help with house-purchase, personal loans or company cars was 12 per cent — which was still below the average of 15.8.

Recruiter

HEADHUNTER Barrie Pearson wants a fellow member of his trade to develop a new division of the London-based recruitment consultancy, Livingstone Fisher and Associates, formed recently by the merger of Livingstone Corporate Services and H. W. Fisher Associates.

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Candidates should have been demonstrably successful in building up a headhunting operation of a similar kind. Those with an accountancy qualification would have an advantage. Provided applicants have the right sort of background and show the necessary determination, their age does not matter, Mr Pearson says.

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Our client, a prominent City institution, wishes to appoint a Senior Executive Capital Markets (RUFs/NIFs) to its International Banking Division. The role involves a high level of responsibility in the sale and negotiation of international banking products. The successful candidate will be a graduate with a degree in Economics or Finance, and will have at least three years' experience in international banking. The position offers a competitive salary and benefits package.

LEGAL COUNSEL

To £30,000

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OPERATIONS MANAGEMENT

To £26,000

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ACCOUNTANT FOR PROJECT FINANCE

Excellent 'newly-qualified' opportunity c.£20,000

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ACCOUNTING MANAGER

To £20,000

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01-588 6644

Anderson, Squires

Senior Sterling Dealer

Competitive Salary - Excellent Benefits

A vacancy has arisen for a Senior Sterling Dealer to join the money markets operation of a major UK banking group.

The successful candidate will be a leading member of a small team of dealers and should have at least 5 years' dealing experience in the cash markets and ideally a knowledge of foreign exchange and LITF operations.

The position carries a competitive salary.

A non-contributory pension, subsidised mortgage, free BUPA and the usual banking benefits.

To express your interest please write enclosing the full curriculum vitae, quoting ref 307, listing the names of companies to whom your enquiry should not be forwarded.

All applications will be handled in the strictest confidence by:

Roger Tipples, Director, Lockyer, Bradshaw & Wilson Limited,
39-41 Parker Street, London WC2B 6LH.

LBW

LOCKYER, BRADSHAW & WILSON LIMITED
A member of the Addison Page PLC Group

TORONTO DOMINION BANK

CORPORATE SERVICES OFFICER

Treasury Group

Toronto Dominion Bank is one of the longer established overseas international banks in the City with strong UK and world-wide representation. This is an opportunity to develop a career in one of the most dynamic areas of banking.

This position is part of our established Corporate Services Group based within our dealing room. This group develops and services the Treasury requirements of our corporate clients in the UK and Europe, both by telephone and direct contact. Business development is achieved by providing specialist Treasury support to our account managers and through our Corporate Services Group's own marketing programme.

We are seeking a degree standard person with at least two years' corporate treasury or international banking experience, with a keen interest in marketing, and experience of a dealing room environment would be an asset. We will provide the specialist training needed for you to promote effectively our Treasury services. Thereafter a successful demonstration of ability in UK Treasury services should lead to opportunities for further responsibilities in our world-wide Treasury operation or possibly a move into international banking.

We are offering a good salary coupled with competitive financial sector benefits.

Please forward a full CV with salary history to:
Jim Green, Manager, Human Resources,
The Toronto-Dominion Bank, St Helens,
1 Undershaft, London EC3A 8HU.



MARKET PLANNING MANAGER

Central London c. £18,000 + benefits

Abbey National Building Society is seeking an experienced Market Planning Manager to play a key role in its expanding Marketing Division.

The Society is poised for a new wave of business expansion and is actively seeking to enter new markets. Against this challenging and exciting background, the Market Planning Manager will be expected to identify and recommend marketing strategies and tactics that will optimise the Society's growth and profit performance in both new and existing markets.

Candidates must have a minimum of 5 years' relevant planning experience, preferably within the market planning function of a consumer-based financial organisation or retailer, and will probably be in their early to mid-30s. A good degree in business studies, marketing or similar is required. Self-motivation, as well as good management

communication skills, must be complemented by analytical and creative flair.

Career opportunities are excellent and the competitive salary package includes subsidised BUPA and relocation assistance where appropriate.

To apply please send a full CV, quoting ref: 246/WWV, to Bill Whitehead, Personnel Officer, Abbey National Building Society, Abbey House, Baker Street, London NW1 6XL.



TAXATION SPECIALIST

£13,002 to £16,379 p.a. inc.

The Electricity Council is the central co-ordinating body for the electricity supply industry in England and Wales.

The Financial Department of the Council has an opportunity for a specialist to join a small team dealing with taxation matters as they affect the electricity supply industry.

The Section's work, which is varied and interesting, includes advising management on a wide range of matters such as Corporation Tax, personal taxation and VAT. Regular contact with the Electricity Boards, the Inland Revenue and other organisations is involved.

You should be making significant progress towards a qualification in tax or accountancy.

be knowledgeable in UK tax law and have had practical experience in its application. The post, calls for dependability and personal initiative.

Please write in confidence giving age, career to date and present salary, quoting Ref: 107/FT to: David Webb, Recruitment Officer, The Electricity Council, 30 Millbank, London SW1P 4RD.

The Council has an equal opportunity policy and welcomes applications from disabled people.

ELECTRICITY COUNCIL

STOCKBROKING

GOOD ALL-ROUNDER	TO	£13,000 + BONUS
EUROBOND SETTLERS	TO	£13,000 + BONUS
DIVIDENDS CLERK	TO	£12,000 + BONUS
C.A.D. CLERK	TO	£12,000 + BONUS
BEARER CLERK	TO	£11,000 + BONUS
FOREIGN RIGHTS CLERK	TO	£11,000 + BONUS
CONTRACTS CLERK	TO	£11,000 + BONUS
OVERSEAS SETTLERS CLERK	TO	£10,000 + BONUS
CLIENTS LEDGERS	TO	£10,000 + BONUS
FOREIGN CURRENCY A/C'S	TO	£10,000 + BONUS
TRANSFER CLERK	TO	£9,000 + BONUS

For further details of the above call

CAMBRIDGE APPOINTMENTS on 623 0101

MIKE POPE & DAVID PATTEN

PARTNERSHIP

Banking Recruitment Specialists

EUROBOND SALES/TRADERS £200,000

MANAGERS £220,000

STERLING DEALER £220,000

INTEREST RATE SWAPS £220,000

DEALERS £220,000

DOC CREDIT MANAGER £220,000

GRADUATE CREDIT £220,000

ANALYSTS £220,000

INTEREST RATE SWAPS £220,000

LEASING £220,000

ACCOUNTS/OF E £220,000

RETRUNING £220,000

CONTACT MIKE POPE

2nd Floor, Bank Chambers, 214 Abchurch Lane, London EC4N 3DF

Institutional Sales

Tokyo

A major London merchant bank currently requires two sales executives for its Tokyo Securities Branch, one of whom will be predominantly concerned with the sale of Japanese equities to Japanese institutions and clients in the Far East, and the other with the sale of non-Japanese securities to Japanese institutions.

Ideally applicants should have several years experience in Japanese or international equities and will be bilingual in English and Japanese. However, applications will be considered from highly motivated candidates who have either the required level of experience or linguistic ability. If you are interested in these exciting career opportunities, please apply in writing to Sarah Gates, Investment Division, 23 Southampton Place, London WC1A 2BE



Michael Page City

International Recruitment Consultants - London Brussels New York Sydney
A member of the Addison Page PLC group

Are you selling Unit Trusts?

Manchester & Birmingham

High Base Salary
Unlimited Bonus Earnings

Our client is a rapidly expanding, well respected unit trust group which forms part of a major international financial entity.

As a result of their continuing success they now seek to appoint two high calibre sales professionals to further build on their recent impressive track record.

These newly created positions report to the Managing Director and are seen as the key to the future growth and success of the organisation. Your role will be to utilise your existing network

of connections and create additional business within the intermediary market-place.

You will be a highly motivated self starter seeking a substantial degree of autonomy and responsibility. You will also desire a highly geared bonus scheme, which will ensure that your rewards are directly related to your success.

So, if you are selling unit trusts - and wish to capitalise upon your success, we'd like to tell you more. To apply, in the strictest confidence, telephone or write to Fiona Law quoting Ref: 9828.

Lloyd Chapman Associates

International Search and Selection

160 New Bond Street London W1Y 0HR
Telephone: 01-408 1670.

TREASURY

London Branch is seeking traders for its expanding Treasury operations:

NEGOTIABLE ASSET TRADER

The successful candidate should have a minimum of 2 years active and practical experience trading in FRNs, CD's, Acceptances, Financial Futures, Knowledge of Interest Rate Swaps and Options will also be beneficial.

SPOT TRADER - Foreign Exchange

A minimum of 3 years active trading experience in the London market. Knowledge of Forwards and Deposits will be advantageous to the successful applicant who will be in his twenties.

Salaries are negotiable and will be in accordance with age and experience.

Please reply in strictest confidence with C.V. to:

The General Manager
Den Danske Bank
Danske House
44 Bishopsgate
London EC2N 4AJ

DEN DANSKE BANK
London Branch, Licensed Deposit Taker

Chief Press Officer

Primarily responsible for the Government economic policy, HM Treasury is involved in a variety of financial issues including monetary policy, public expenditure, taxation, economic forecasting and Civil Service pay and conditions.

As the Chief Press Officer you will manage a small, busy team of press officers and administrative support staff. Reporting to the Head and Deputy Head of Information, you will brief journalists on Treasury business and advise Treasury ministers and officials on the presentation of economic policies and on their dealings with the media.

You must be a good manager and be able to communicate clearly and effectively, with

a sound understanding of economic issues. Significant experience at a responsible level in a relevant field is essential.

SALARY: as Principal Information Officer £14,870-£19,725. Starting salary according to qualifications and experience. Promotion prospects within the Treasury or other departments.

For further details and an application form (to be returned by 25 September 1985) write to Civil Service Commission, Alconon Link, Basingstoke, Hants RG21 1J5, or telephone Basingstoke (0256) 485551 (answering service operates outside office hours). Please quote ref: G(7)633.

The Civil Service is an equal opportunity employer

HM Treasury

Expand Lending Activity

BUSINESS DEVELOPMENT OFFICER (Graduate)

Have you about 1 year's basic banking experience and do you want to use your Oxford, Cambridge, London or similar degree to maximum effect in a banking career?

As a Business Development Officer for a major foreign bank in London, you will be involved in promoting and administering the bank's lending activities. Reporting to the Head of the Corporate Finance Department, you will also be expected to visit potential clients, carry out market research and undertake customer credit analysis.

Ideally a Law or Business Studies graduate, aged early/mid-twenties and living within easy commuting distance of the City, you must be able to interpret company balance sheets and P & L Statements. Co-operative, energetic and confident enough to converse at top management levels, you will above all, be willing to learn.

A very attractive salary is negotiable plus normal banking benefits. Interested? Then ring or preferably write to me, Richard J. Sowerby, Sowerby's (Selection) Ltd., Personnel Consultants, 500 Chesham House, 150 Regent Street, London W1R 5EA. Tel: 01-636 6288.

Sowerby's Selection

INVESTMENT ANALYST/DEALER

NORTH AMERICAN EQUITIES
LONDON EC2

The Equitable Life Assurance Society is a long established but progressive company with extensive investment portfolios.

Continued expansion means we now seek an Investment Analyst to assist the Investment Manager of our North American Equity portfolios.

You will join a small team in the City and your key role will be to establish and maintain close liaison with brokers and - through analysis of research material, attendance at meetings and seminars etc - make recommendations to the Investment Manager and effect deals on his approval.

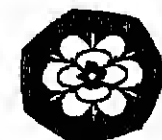
Ideally, you will be in your mid twenties and hold a university degree. You should also have around two years' experience of investment analysis.

We offer an attractive remuneration package which includes free lunches, a non-contributory pension scheme and staff house purchase loan after qualifying period.

For further details and an application form please contact:

Miss Valerie Shafford, Staff Assistant,
The Equitable Life Assurance Society,
Walton Street, Aylesbury, Bucks HP21 7OW.
Telephone: Aylesbury (0296) 33100.

The Equitable Life



SENIOR GILT DEALER/MANAGER

A long-established City-based firm of professional corporate treasurers whose clients include a wide range of companies, building societies, public bodies and charities is seeking to appoint an experienced Gilt-edged Dealer/Investments Manager.

Candidates will be required to demonstrate a proven record in short gilts and other monetary instruments.

Applicants are invited to send details of their career and related remuneration for this senior appointment, marked personal, to Kent Sandom, Investment Director,

Manchester Exchange
Group Limited
Pembroke House
40 City Road
London EC1Y 2AX

Financial Executives

£15,000-£25,000

Our client, a major British company in the leisure industry, is expanding its financial team and we have a number of opportunities for young, ambitious financial executives, preferably with an MBA or business qualification as well as a recognised financial qualification.

Opportunities are in the following categories:

Internal Auditors
Financial Controllers
Operations Analysts

Please write, giving full details of age and experience to Carol Speed, Kynaston International, Edman House, 17/19 Maddox Street, London W1R 0EY.

KYNASTON INTERNATIONAL

REGIONAL LEASING SALES MANAGER

c. £30,000

One of our minor clients is seeking self-motivated executives with experience in the Sales & Leasing sector, i.e. office equipment, computers, cars, etc. to manage and market one of its several regional offices.

SENIOR DEALER FINANCIAL FUTURES AND MONEY MARKET

£ neg.

An expanding bank with an active dealing operation, currently dealing in futures, is seeking an experienced money market dealer (multi-currency deposits, FRNs, FRAB) with existing experience dealing in Financial Futures, to run these books.

PRINCIPAL FX FORWARDS AND SPOT DEALERS

£ neg.

These new positions recently created in two expanding banks to extend the dealing in major currencies in these FX dealing sectors.

FINANCIAL CONTROL

£25,000

European bank established in the City requires a chartered accountant with good banking background.

QUALIFIED ACCOUNTANT

£18,000

An accountant with a sound banking, accounting background in joining.

OLD BROAD STREET BUREAU LIMITED

STAFF CONSULTANTS

01-588 3991

FOREX APPOINTMENTS

For Foreign Exchange and Money Market appointments at all levels consult a specialist

TERENCE STEPHENSON
Prince Rupert House, 8-10 College Hill, London EC4A 3AS - Tel: 01-248 6263
20 years market experience

EVANS RECRUITMENT SERVICES
 Stockbroking Vacancies
 Upper Concourse
 Liverpool Street Station
 London EC2
 Exp. Overseas Rights Clerk
 £10,000 plus bonus, LVs
 Exp. International Settlements Clerk
 £12,000 plus bonus, LVs
 Exp. Bearer Clerk
 £10,000 plus bonus, LVs
 Exp. Gilt Settlements Clerk
 £10,000 plus bonus, LVs
 Ring Mrs J. Edmunds
 01-377 5266

ACCOUNT DIRECTOR
 International Business to Business Advertising Agency is looking for an experienced Account Director with a proven track record in business to business advertising. After a period of 12 months in the U.K. the job will entail setting up an office in New York, consequently managerial experience is required, preferably within the advertising world. Minimum of 5-10 years experience of working in the United States is also required.
 All applications to be sent to
 Leif Jensen, Managing Director
 EHRENSTRAHE & CO. LTD.
 37-38 Golden Square
 London W1R 3AA

Corporate Dealer

European Banking Company Limited, which has developed a prestigious reputation in the London foreign exchange market, wishes to recruit an experienced Corporate Dealer, aged 25-30, of outstanding ability whose skills will match those of the existing team. In addition to servicing existing corporate clients, the selected candidate will be expected to contribute to the continual development of the corporate customer base.

Candidates must demonstrate:

- A thorough understanding of the foreign exchange and money markets.
- Ability to communicate with clients at senior level.
- Commitment to the highest professional standards.

We offer an excellent remuneration package which is designed to stimulate a results-oriented individual.

Please write in the first instance, in complete confidence and enclosing your curriculum vitae, to K. E. Wernly at Odgers & Co. Ltd. quoting ref. 1623

Odgers

MANAGEMENT CONSULTANTS
 Odgers & Co. Ltd, One Old Bond St.
 London W1X 3TD. 01-499 8811

APPOINTMENTS ADVERTISING
 APPEARS EVERY THURSDAY

FUND MANAGER/-ANALYST

Credit Suisse First Boston (CSFB), one of the world's leading international merchant banks and issuing houses, continues to build up its institutional investment management business through CSFB Investment Management Limited (CSFBIM) a London-based group company which is growing rapidly.
 To complement the existing team, CSFBIM seeks to recruit the following:

Portfolio Manager

For US\$ based multicurrency fixed income portfolios. The ideal candidate would have two to three years' experience in managing fixed income (including gilt) portfolios. A demonstrably successful record as an analyst or junior portfolio Manager is desirable.

Analyst

Who should be highly numerate, have two to three years' experience in stockbroking/merchant banking or insurance. The emphasis will be on economic and fixed income market/currency analysis and computer applications.

Career prospects at CSFBIM are excellent and an attractive salary and benefits package will be made available.
 Interested candidates should forward a full C.V. together with a handwritten letter supporting the application, to:
 Dr. Manfred J. Adami, Managing Director,
 CSFB Investment Management Limited,
 22 Bishopsgate, London EC2N 4BQ. Telephone:
 634 3000 (CSFB) or 283 5920 (direct).

CSFB

Bond Settlements Manager

High Profile High Rewards £23-28,000 + Banking Benefits

Rapid expansion and a progressive management style has enabled this successful British Merchant Bank to become a major force in International Capital Markets. Well placed to take advantage of future changes in the UK and abroad they wish to strengthen their support services by the appointment of an administrative manager to lead the bond settlements department.

Reporting to a Senior Assistant Director your main challenge will be to manage and develop the settlements group creating a high profile department recognised for its efficiency up to date procedures and enthusiastic staff. Aged 32-38 you have a thorough understanding of computerised bond settlements procedures and proven experience in managing a settlements department. A good organiser and planner you are numerate, energetic and capable of managing a function which will grow to circa 30 staff in the near future.

Remuneration will include a negotiable salary in the region of £23,000-£28,000 plus company car and usual generous banking benefits. To apply in confidence, telephone or write to Barbara Lord, Senior Consultant, Cripps, Sears and Associates Limited, Personnel Management Consultants, 88/89 High Holborn, London WC1V 6LH. Tel: 01-404 5701.

Cripps, Sears

Private Banking Professional Europe

Citibank is expanding its marketing activity in Europe and this has created an immediate opportunity to join our International Private Bank in their new premises in Berkeley Square, London W1.

As a private banking professional you will deputise for the Unit Head and sell a wide range of banking and investment services to high net worth individuals. You will need to have a strong background in credit and be familiar with securities and other investments. We expect you to be fluent in either Greek, French or Spanish.

This is an excellent opportunity to join a successful, expanding unit and an attractive compensation package with the usual bank benefits will fully reflect your experience and qualifications.

Please write with full personal and career details to: Miss Hannake Frese, Personnel Officer, Citibank, 336 Strand, London WC2R 1LS.

CITIBANK

NEED HELP TO ACHIEVE CAREER OBJECTIVES?

Connaught provide the world's most successful job search service for executives earning over £20K. We will help you find the best available position in the UK or overseas quickly and confidentially. Success is assured with our team of experienced career advisors, skilled marketing and research staff, combined with the best network of contacts, information systems and technology yet devised for the top executive seeking a career move. An initial meeting is without cost. Contact us today and take your next step to success.

Connaught

Executive Management Services Ltd.
 32, Savile Row, London W1 01-734 3879

MARINE LAWYER

We are a service company based in Central London providing technical expertise and management for associated overseas companies. Candidates for the position must be members of the Greek bar. They should have at least five years of directly-relevant experience. The post involves frequent European travel. Candidates must be fluent in Greek and English and knowledge of other European languages would be an advantage. Preferred age is under 35 years. Salary and benefits package commensurate with the requirements of the post.

Please apply, with curriculum vitae, to:
 Box A9104, Financial Times
 10 Cannon Street, London EC4P 4BY

LEADING CITY STOCKBROKER, PART OF MAJOR FINANCIAL GROUPING, SEEKS

INVESTMENT ANALYST

to join established team in food manufacturing/tobacco/retailing. Applicants are likely to have gained specialist research experience in one or more of these sectors with a stockbroker or investment institution, or will be working in a financial capacity within one of the industries. They will possess the analytical and communicative skills needed to prepare reports and to market research-based ideas to institutional clients.

Competitive salary plus profit sharing. Excellent prospects. Write, in confidence, with c.v. to Box A9108, Financial Times, 10 Cannon Street, London EC4P 4BY, giving names of any firms to which applications should not be forwarded.

OPPORTUNITIES IN RETAIL BANKING

Hill Samuel & Co. Limited is a leading British Merchant Bank. It has a well established and yet growing retail operation offering varied services to clients throughout the United Kingdom. In this important area of its Commercial Banking Division it has the following two vacancies:

DEPUTY BANKING HALL MANAGER - MANCHESTER.

Suitable candidates will be aged 27-35, be well versed in all aspects of retail banking and will be AIB qualified with several years' experience as a Branch Accountant/Sub Manager. Experience as an Area Officer within a clearing bank is desirable but not essential. The successful applicant, who will report to, and deputise for, the Banking Hall Manager, will be responsible for further developing a portfolio of existing clients as well as seeking out and building new lending business. The ability to motivate and control staff is essential.

ASSISTANT MANAGER - BIRMINGHAM

Suitable candidates will be aged 25-32 and will be qualified AIB with several years' experience within a clearing bank. The successful candidate will be responsible for maintaining and developing all aspects of the bank's existing client portfolio. In addition to a competitive salary, we offer excellent fringe benefits including profit sharing, subsidised mortgage and loan schemes, non-contributory pension, free life assurance and BUPA and luncheon vouchers.

Please send full details in strictest confidence to:
 Mrs Anne Dunford, Senior Personnel Officer,
 Hill Samuel & Co. Limited, 100 Wood Street, London EC2P 2AJ.

HILL SAMUEL & CO LIMITED

FICS

STOCKBROKING SETTLEMENT STAFF

Leading London stockbroker Hoare Govett seeks experienced back-office staff for its new financial clearing and services company, FICS (UK) Ltd., which will provide a broad range of clearing and settlement services in the de-regulated London stock-market.

A prime requirement is for well qualified staff, including VDU operators, to work in its fully computerised Client and Security Records Department.

Additional vacancies exist for experienced settlement staff to work on the implementation of new computer systems, as well as in its UK and Overseas Settlement Departments.

If you feel you can contribute to this exciting new venture, please send a detailed CV to:-

Alan Clements, Hoare Govett Limited,
 Heron House, 319-325 High Holborn, London WC1V 7PB.

HOARE GOVETT

PARTNERSHIP SECRETARY

Manchester

c £18,000 + car

Our clients, a well established firm of Architects, wish to recruit a Chartered Accountant or Chartered Secretary to fill the post of Partnership Secretary. The Partnership Secretary will be the partners' principal adviser on financial and administrative matters, and will be responsible for efficient day-to-day control of the accounting function, as well as general office management.

The successful applicant will have had at least five years' post qualification experience, some of which will have been in a management role within a professional practice. Candidates must be able to demonstrate the ability to offer authoritative advice on commercial matters, good communication skills and experience in the use of computers.

Please send a comprehensive career résumé, including salary history and day-time telephone number, quoting ref: 2304, to Steve Rangar, Executive Selection Division.

Touche Ross
The Business Partners

Abbey House, 74 Mosley Street, Manchester M60 2AT. Tel: 061-228 3456

CHIEF ACCOUNTANT

c £25,000 + Benefits

An expanding European Bank is seeking a highly experienced Bank Accountant aged 30-45, not necessarily qualified, but with some exposure to the trading aspects of accounting ie: foreign exchange, bonds, options, financial futures and interest rate swaps. The successful applicant will supervise a small team and will be expected to implement a new computer system and management information system in the not too distant future. A full range of fringe benefits are available, including mortgage subsidy, a company car (after a qualifying period), non-contributory pension scheme and BUPA.

CORPORATE DEALERS

£Above Market Rate

A Major US Bank is seeking several top calibre Corporate Dealers, preferably educated to Degree level, and able to achieve the very high standards of operation expected. Our Clients are still expanding their select Dealing Team and career prospects are consequently exceptional. Candidates able to offer relevant experience and the necessary potential will be offered very competitive salaries, together with substantial banking benefits.

All applications will be treated in strict confidence. For the above vacancies please contact Trevor Williams or Richard Meredith.

JONATHAN WREN & CO. LIMITED,
 170 Bishopsgate, London, EC2M 4LX. Tel: 01-623 1266

LONDON SYDNEY HONG KONG

Jonathan Wren
 RECRUITMENT CONSULTANTS

Corporate Finance Analysts—a new opportunity

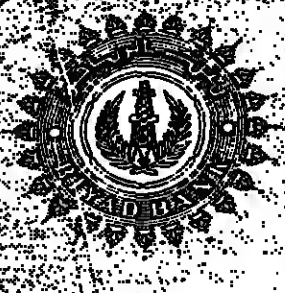
A major stockbroker is seeking to recruit two first-class analysts to join its highly successful corporate finance department. The continued expansion and development of the firm's corporate services has created a new and exciting opportunity for wide-ranging project research.

The successful candidates will be graduates and are likely to be aged between 25 and 35 years with at least 3 years' experience in either investment or business analysis or in corporate finance.

The ability to write clearly and concisely, a proper level of numeracy and, above all, a capacity for originality will be highly valued.

The remuneration package will be fully competitive and the prospects for advancement are excellent.

Please reply in confidence to:
Box No. 390,
Streets Financial Limited,
18 Red Lion Court, Fleet Street,
London EC4A 3HT.



بنك الرياض RIYAD BANK International Division

Riyad Bank, a leading Saudi Arabian Bank, seeks to fill the following positions at its Head Office in Jeddah.

Affiliates, Subsidiaries and Branches *circa US\$60,000*

The position will assist and process credit applications affecting affiliates, subsidiaries, foreign branches and representative offices and co-ordinate all activities between them and the different departments within the Head Office. Responsibilities include briefing the Bank's nominee directors for board meetings of affiliates and subsidiaries and contributing to feasibility studies for foreign representation.

Head of Risk Analysis *circa US\$55,000*

This position will be responsible for analysing and monitoring the economic and financial situations of countries and recommending country limits. The function includes monitoring and conducting in-depth and thorough analysis of banks' financial statements and other measures of performance.

Marketing and Credit Officer *circa US\$50,000*

The successful candidate will solicit, develop and sustain international customer relationships. The officer will market syndicated loans and contribute to the development of other financial products. Experience in the delivery of wholesale banking services is required.

A fully competitive package will be offered to the successful candidates. Bankers with suitable qualifications, motivation, adaptability and experience are invited to submit their applications, in strict confidence, to:
The Chief Manager, Riyad Bank, London Branch,
Licensed Deposit Taker, Temple Court, 11 Queen Victoria Street,
LONDON EC4N 4XE.

Financial Services Sector Central London

Our client, a major financial services group managing assets of over £3 billion, is seeking two individuals with entrepreneurial flair who can demonstrate the desire and the ability to develop individual practices within a corporate structure.

Substantial earnings potential, personal business support and the opportunity to capitalise at a later date via a unique practice buy-out scheme are major features of the positions.

Successful applicants will undergo an initial residential training course as the first stage of an ongoing personal development programme.

If you are currently working in accountancy, banking, broking or tax planning please write to the address below enclosing a current cv or phone Robert Walters on 01-734 0493.

Robert Walters Associates
Recruitment Consultants
54-62 Regent Street, London W1R 6PJ.
Telephone: 01-734 0493

BANQUE INDOSUEZ COMMODITY FINANCE

The Bank wishes to recruit an additional account officer for its London Commodity Finance team.

Candidates should have a sound knowledge of the commodities markets and commodity houses plus an understanding of the various products and techniques employed.

The right person is likely to be aged 25/30 with a Degree and/or A.I.B. or similar professional qualification; a knowledge of French would be useful.

An attractive remuneration in line with experience will be negotiated together with the benefits normally associated with the banking industry.

The position offers considerable opportunity for acquiring further expertise, which in the longer term could qualify the candidate for overseas service in the Bank's extensive network.

Please write enclosing a detailed c.v. to the

Staff Manager
Banque Indosuez, 52-62 Bishopsgate, London EC2N 4AR

EQUITY SALES CENTRAL/SOUTHERN EUROPEAN MARKETS

Our client, one of the UK's most aggressive international Merchant Banks with a substantial financial commitment to the long term success of the equity market, seeks experienced marketing entrepreneurs to join a professional team backed by the support of a research department of the highest calibre in London.

Ideally aged 25-30 with relevant experience and fluency in one of more European languages.

The positions offer considerable opportunities for individual development.

Competitive salaries.

Relocation expenses will be paid where appropriate.

For further details please telephone or write in confidence to:



ROCHESTER

Rochester Recruitment Ltd, 22A College Hill, London EC4R 2RP
Telephone: 01-248 8346

CAPITAL MARKETS To £30,000 + Benefits London	Our client is a major US bank seeking to recruit three capital market specialists to cover the Benelux, French and Scandinavian territories respectively. Candidates should have considerable senior experience within an international Bank or Financial Institution, of marketing such products to corporate customers and be a highly numerate graduate aged 25-35. Ref: DES
MANAGEMENT CONSULTANT To £30,000 + Benefits London/Birmingham/Manchester	A leading management consultancy seeks to recruit ACMA or CIMA qualified accountants to service clients in the locations listed. Candidates should be aged 27-35, have good degrees and wide ranging sharp and commercial experience, strong presence and analytical ability and be proficient in computer systems development and implementation. Opportunities for personal development are exceptional. Ref: DES
INTERNATIONAL BANKING To £20,000 + Benefits City	Interesting time appointment offered by one of the leading names in "the square mile". As Chief Accountant of the international finance division, responsibilities include systems enhancement, improvement of management information and supervision of a small accounting team. Similar experience ideal, though consideration given to young qualified accountants with some related experience. Ref: RUG
CORPORATE ACCOUNTANT c £18,000 + Car London	This high profile appointment is with a very successful service group. The requirements for an extremely technically strong accountant aged 25-34 with previous experience of corporate accounting matters and the ability to provide the management team with timely and meaningful information as well as sound financial guidance. Ref: MJH
ASSISTANT CONTROLLER £17,500 + car London	An unparalleled opportunity for a recently qualified Chartered Accountant to advance rapidly in a fast moving environment. Frequent standing in the Controller will call for the successful applicant to be ambitious, self-motivated and decisive. The ideal candidate will have good systems experience coupled with a realistic commercial awareness. Ref: KJL
HIGH FLYER c. £15,000 + Benefits City	This major investment Bank, a market leader in the bonds and equities market, wishes to strengthen its financial management team by the appointment of an ambitious and enterprising ACA. The varied responsibilities of the successful applicant will include management reporting, systems development, financial analysis and ad hoc corporate project work. Ref: JFH

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College Hill Chambers, 23 College Hill, London EC4R 2RT. Tel: 01 248 7851/8 (24 hours)

STRATEGIC MANAGEMENT CONSULTING PARTNERSHIP POTENTIAL

The Ambrosetti Group (Europe), part of one of the largest management consulting organisations in Europe, wish to further exploit their well-developed know-how and application expertise in strategic management and allied fields, mainly in Western Europe.

To this aim and to effectively manage its growth, we wish to recruit a SENIOR CONSULTANT, in mid 30's to 40's, based in the London office.

Qualifications for the position must include consulting and the managing of other consultants preferably in the strategic management area, the ability to deal with senior management and fluent English. A willingness to travel and another European language are major advantages as well as an MBA or other Business School degree.

Compensation, including a car, may be well in excess of £30,000 p.a.; a successful performance will lead to a partnership. Relocation expenses will be available if necessary.

Please write in confidence with a full CV indicating how you fulfill our requirements to:

Richard Brown, Ambrosetti Group (Europe),
29 Curzon Street, London W1Y 7AE



OFFSHORE FUND SALES

Attractive Salary, Bonus + Benefits Package

A subsidiary of one of the world's largest international Banks is seeking a Sales Consultant to sell its top performing range of Offshore Funds. This is a new appointment and will attract candidates who can demonstrate successful sales in this specialist market. They should have a high level of self-motivation and enthusiasm, and wish to join a small but rapidly expanding marketing operation.

Although based in the City, considerable travel within the UK will be involved and emphasis initially will be on sales to professional advisers to offshore clients.

Applicants should send a detailed CV to:

Box No. 7982,
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£c.£25,000 Car-Age 25-35

The Hawley Group continues to expand aggressively on both sides of the Atlantic. 1984 sales totalled £300m and increased by a further 60% in the first half of this year. This growth being achieved both organically and through acquisition. We can therefore offer challenging career opportunities for entrepreneurial but professional managers who are looking for a more stimulating environment. We need now:-

FINANCE DIRECTOR

for a group of companies operating in the leisure and retailing sector.

TAXATION MANAGER

with complete responsibility for all U.K. tax matters.

Both positions report directly to a Main Board Director and could lead to either broader financial or general management roles within the Group. Candidates must be qualified accountants. The Finance Director should have practical commercial experience and the Tax Manager should have a detailed knowledge of corporate taxation in large groups of companies. However, in both cases candidates from within the profession could well be of interest.



HAWLEY GROUP PLC

Please send your c.v. to:
A. W. May, Hawley Group plc,
5 Hanover Square, London W1R 8HT.

Manager

Financial Advice,
Trusts and Personal Tax
East Midlands

KMG Thomson McLintock is one of the UK's leading firms of chartered accountants, operating worldwide as part of the KMG organisation. We wish to recruit a manager to develop a personal financial planning function within a strong tax department. The tasks to advise partners and clients in areas such as pensions, investments, life assurance and trusts. The successful candidate must have the personality and experience to advise at the highest levels.

An attractive salary, pension scheme and company car are offered. There are substantial opportunities for career development.

Detailed applications in writing, together with curriculum vitae to D D Powrie.

KMG Thomson McLintock
Chartered Accountants
Arlan House Salisbury Road Leicester LE1 7QS

FINANCIAL CONSULTANT

West End Office of NYSE member firm requires Financial Consultant, experienced in U.S. brokerage and registered with NYSE, NFA and Philadelphia Currency Options Exchange who has at least 4-5 years' relevant financial experience working in Middle East business.

Must be fluent in Arabic, French and English, educated to degree standard (business administration or economics), aged 25-30. Salary negotiable.

Please write in strictest confidence, enclosing curriculum vitae, to Box A.5117, Financial Times, 10 Cannon Street, London EC4P 4BY

OFFICE MANAGEMENT EXECUTIVE

Rapidly expanding finance house within public group requires exceptionally experienced, dedicated and commercially minded

person to effectively manage their busy offices, specialising in leasing and lease broking, located in a country house in Surrey. Challenging opportunity for the right person. Car driver essential.

Reply in confidence to the Company Secretary
EQUITY & GENERAL PLC
66 Grosvenor Street, London W1X 9DB

ASSISTANT MARKETING SUPPORT COORDINATOR

A leading international investment group requires an Assistant Marketing Support Co-ordinator to administer training efforts in London for Account Executives and Managers and to act as U.K. support for all advertising and marketing efforts generated in the U.S. including the marketing of core products. At least 3 years' relevant experience required, ideally gained in U.S. brokerage environment, to include knowledge of U.S. regulatory bodies' requirements. Aged 20-25. Salary circa £26,000.

Please write in strictest confidence, enclosing curriculum vitae, to Box A.5116, Financial Times, 10 Cannon Street, London EC4P 4BY

CORPORATE DEVELOPMENT EXECUTIVE

up to £30,000 + car

Our Client is the parent company of a profitable and progressive international manufacturing group with a turnover in the region of £800m, located on the western outskirts of London. The successful candidate will report to the Chief Executive and assist him in developing an overall strategic direction for the company, and contribute to its implementation by the acquisition investigation programme as well as overseeing the group planning process.

Applications are invited from candidates, preferably in their 30s, with MBA, CA or similar qualifications who have had good post-qualification experience in using their financial and commercial skills to search out and analyse strategic issues relative to major acquisition and have been directly concerned in the negotiation of such acquisitions.

The ability to communicate effectively at all levels, but particularly with senior operating management, is essential.

There are considerable career prospects for the successful candidate and the benefits package includes an annual bonus, non-contributory pension scheme, BUPA membership, etc. Relocation expenses will be paid. Please write with full career details to Bill French quoting reference 445/WJR.

Applications, which may be from male or female candidates, will be treated in complete confidence.

Samuel & Pearce Recruitment Ltd.

Executive Search and Management Recruitment
4-6 George Street, Richmond-upon-Thames, Surrey TW9 1JY.
Telephone: 01-948 2204.



Group Company Secretary

Circa £25,000 + car + substantial benefits

Mansfield Brewery Co. plc has over the past 7 years presented its shareholders with an impressive growth in profitability. The current operating year shows a turnover of £570m with a profit of £55m but the recent acquisition of North Country Breweries takes the Group into the £100m turnover bracket and places it 11th in the league of top breweries.

A major re-organisation of the Group leaves vacant the post of Group Secretary. Whilst embracing normal secretarial activities such as organising and servicing main board and executive board meetings, control of the Registrar's Department, Insurance, Pensions, Payroll and Office Services, there is a major legal commitment to service both the fiscal and commercial law requirements of the Group. The appointment is of Divisional Director status. The candidate most likely to meet this job specification will have a strong legal background,

commercially applied, with a track record of visible contribution to the successful progress of the companies serviced. He/she could have been trained as a lawyer but with many years of applied commercial experience outside the practice. Equally, a Chartered Secretary with in-depth applied legal experience could fill the post. In this progressive company that successful candidate is most likely to be in the 35-45 age bracket.

The comprehensive remuneration package includes a negotiable salary circa £25,000, a car, non-contributory pension, profit sharing, and free medical insurance.

Men and women are invited to write in strict confidence to TDA Luman at the address below giving career details, age and current salary. Please include your daytime telephone number and quote 419FT on envelope and letter.

Luman
International Ltd

Luman International Limited,
1 Great Cumberland Place,
London W1H 7AL.
Telephone: 01-723 6803.

FLEMINGS INTERNATIONAL INVESTMENT

The fast growing group specialising in global and regional multi currency portfolio management in London is looking for an additional member to complement the skills of the existing team.

Although this challenging role is essentially that of a fund manager, responsibilities will include helping in developing asset allocation strategy and in marketing the group's product. Overseas travel will be involved.

Candidates preferably should be able to demonstrate proven skills in North American financial markets but other investment specialists wishing to broaden their horizon should not hesitate to reply.

Applicants, of either sex, should write enclosing their curriculum vitae to:

Frank Smith,
ROBERT FLEMING & CO. LIMITED,
8 Crosby Square,
London EC3A 6AN.

Finance Manager

North of England c.£17,500 + Car + Benefits

Our client is a major British subsidiary of a US corporation. They currently wish to appoint an experienced Finance Manager for this key position.

Applicants (male/female) will:

- Be qualified accountants, preferably graduates.
- Have managerial experience covering financial and management accounting.
- Be familiar with financial planning and cost control in a manufacturing environment.
- Have considerable experience of mainframe computer based business systems.

This is a senior position and for the right person offers excellent opportunities for career advancement. Successful candidates will be paid, where appropriate.

Write with full CV to Confidential Reply Service, Ref 3260, Austin Knight Advertising UK Limited, Knightway House, 20 Soho Square, London, W1A 1DS.

Applications are forwarded to the client concerned therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising

Branch Banking

Due to the expansion of its retail banking services, Hill Samuel & Co. Limited, leading Merchant Bankers, are seeking to appoint an experienced branch banker with drive, personality and initiative to join the Management of its young professional team.

The successful applicant can expect a career with an unusual degree of independence plus an attractive remuneration package.

For an application form, please write or telephone:

Christopher Oakley, Assistant Director, Hill Samuel & Co. Limited,
39 Wigmore Street, London W1H 0AL. Telephone: (01) 528 8011.

HILL SAMUEL & CO LIMITED

C. CZARNIKOW LTD

Cocoa Department

As part of the expansion of our cocoa department, we are seeking to recruit a young trader with experience of physical cocoa trading and arbitrage.

A good working knowledge of French is essential.

Apply in confidence to:

John Blackman
C. CZARNIKOW LTD.
66 Mark Lane
London EC3P 3EA
Tel: 01-480 9360

DEPUTY MANAGER

c. £15,000

to join a major international merchant bank in their Capital Markets Group. A degree or professional qualification and 2 years' experience preferably in the banking sector is essential. A good computer knowledge is also essential.

For more details please telephone 01-240 3551 (City) or 01-240 3511/3531 (West End) Elizabeth Hunt Recruitment Consultants

TRAINEE BROKER

A vacancy has arisen for a Trainee Broker. The successful applicant will be aged 21+ and of a smart appearance. No previous experience necessary as full training will be given.

For a confidential interview Telephone Andrew Clither on 01-483 6271

WEST END

Unusual career opportunity within a major regional brokerage, smart appearance and sense of humour necessary. Full training leading to professional qualification.

For a confidential interview call Mr. A. Sichel on 01-488 2891

International challenge for group E.D.P. Auditor c.£20,000

The BOC Group is an international company which is either a world leader or among the world's major producers of gases and related products, healthcare products and services and carbon based products. Other interests include vacuum engineering, carbide, educational and food services.

In support of these businesses a new challenge has arisen for an E.D.P. Auditor reporting to the Group Manager Accounting Control. The key responsibilities will be:

- Develop and implement E.D.P. audit strategy
- Develop computer assisted audit techniques
- Develop close working relationship with Group Information Systems Department
- Develop E.D.P. training programs for audit personnel
- Co-ordinate E.D.P. audit plans with external auditors.

The successful candidate will

- Be a graduate aged 30 or more who is a self-starter and decision maker
- Have experience of IBM computers at a systems development level (a financial background would be an advantage)

- Have the ability to translate technical knowledge into practical business solutions
- Have the ability to communicate with all levels of management
- Be able to work in a team
- Have at least 5 years' experience and be able to demonstrate a successful career to date in industry or commerce
- Be sufficiently mobile to work in the field for approximately 60% of the time, both in the UK and overseas (based at Witlesham, Surrey).

This is an excellent entry point to the Group and provides a significant opportunity to influence and impact on the success of the Audit function and your own career prospects.

If you feel that your skills and experience meet our requirements write to:

Rita Cornfield, Manager,
International Personnel Unit, The BOC Group plc,
Hammersmith House, LONDON W6 9DX.

THE BOC GROUP

Institutional Sales

UK Sectors · International Markets · General UK

A number of our clients, both major UK and international houses, as well as more specialist firms, actively seek institutional sales executives for a wide range of sectors and market specialisations.

First class communicative skills, self-motivation and ambition are important pre-requisites and should ideally be coupled with two to seven years' experience of sales, gained within a broking environment. Experienced equity analysts wishing to transfer their expertise to a sales role would also be of interest.

For a confidential discussion about specific opportunities or the investment recruitment market in general, please contact Anna Robson or Stephen Embleton at the Investment Division, 23 Southampton Place, London WC1A 2BP, or telephone them on 01-404 5751.



Michael Page City

International Recruitment Consultants—London Brussels New York Sydney
A member of the Addison Page PLC group

Reuters in the Bonds Market

Unusual marketing role c.£25,000 + car

If you have a professional interest in how the global Capital Markets industry is shaping up — and wish to play a part in the shaping — then this may be the right move for you.

You will join the London-based development team behind Reuters bonds services which currently include price information, database, valuation and dealing. As Assistant Market Manager — Bonds, you will have an important role to play in bringing the next generation of Reuter services to the market by:

- identifying the fast-changing information and communication needs of the international Capital Markets community;
- operating in a multi-disciplinary team in the creation of new services to meet these needs;
- providing support for new services.

The job entails occasional overseas travel and close liaison with Reuters global network of offices and representatives, and provides an excellent platform for career development within the company.

Aged 26-35, your Capital Markets knowledge could have been gained as a fixed-interest investment manager or analyst, as a bond trader or IT specialist with a Eurobond house, or with a competitor. A university degree, good communication skills and versatility are key requirements. A detailed position profile is available on request.

Please send a brief cv, in confidence, or telephone for an application form quoting Ref: AA54/9500/FT, to the Banking and Finance Group.



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RATING ANALYST FOR ITALIAN BANKS

IBCA Banking Analysis Limited requires a senior rating analyst who should be an accountant, M.B.A. or professionally-qualified person, preferably with a background in financial analysis and/or in banking. IBCA is the leading company in its field, specialising in the rating of banks, and the position requires visits to international banks and particularly to banks in Italy in order to conduct in-depth interviews at a senior level. Fluency in Italian and in English are essential; knowledge of other languages advantageous. Competitive salary plus profit-share.

Write Box A9110, Financial Times
10 Cannon Street, London EC4P 4BY

TREASURER

Salary around £35,000 + Car + Benefits

The Halifax is recognised as the World's No. 1 building society and now seeks a manager for its Treasurer's Department based at Head Office in Halifax.

The Treasurer manages and has overall responsibility for liquid funds of more than £3.5 billion and wholesale funds of more than £1 billion. The successful candidate should have a minimum of five years' experience operating at a senior level in the gilt and money markets and will be required to have the knowledge and expertise to continue the initiatives the Society has already developed.

In addition to the salary shown, the benefits include provision of a car, contributory pension scheme, life assurance, subsidised mortgage facilities, BUPA and a full relocation package (if appropriate).

Candidates should apply in confidence with a full CV to:

General Manager, Personnel and Services,
Halifax Building Society, P.O. Box 90,
Trinity Road, Halifax HX1 2RG.

HALIFAX
BUILDING SOCIETY
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Private Investment & Property Services

An overseas private company seeks MANAGER to establish its London-based operations. Candidates must have several years' experience from the UK and Nordic capital and property markets, MBA-level education and fluency in a Nordic language, preferably Swedish. The salary is £17,500 plus profit share.

Please write with full cv to:
MR JOHN SCOTT, 35 HORTON COURT, LONDON W8
Closing date 15 September 1985

REAPLAND
INTERNATIONAL

International Appointments

Vice Chairman

PRIVATE INTERNATIONAL GROUP EUROPE Approx. \$125,000

An interesting and outstandingly challenging role for a mature dynamic executive.

THE GROUP is the recognised world leader in its field, owing to a number of important breakthroughs, in terms of products and marketing innovation. We are active in all major industrial markets on every continent, have our own manufacturing facilities, are very research-oriented and are respected for professional and reliable support services.

THE APPOINTMENT: based in Europe, the Vice Chairman will have a varied and interesting brief, covering such activities as corporate development, marketing, manufacturing, financing and research, with particular emphasis towards maximisation of increased market penetration in existing markets and new market development, all with the objective of providing the worldwide group with much more rapid growth and profitability. Naturally the applicant will possess an exceptional

record in the industrial field and good general management experience. Additionally, we are looking for outstanding personality, judgement, diplomacy, energy and organisation; and the application of method and psychology in working internationally with a first-class team of executives within a dynamic group.

REMUNERATION is negotiable and is expected to be very substantial in line with the qualifications desired and the responsibilities to be assumed.

Applicants will be interviewed by the Group Chairman. In the first instance, replies, which will be treated in strictest confidence, should be sent together with CV and photograph to:

The Senior Partner, Rawlinson and Hunter, One Hanover Square, London W1A 4SR.

Merchant Banking Group Career opportunity for International Banker

Mid Thirties

c.£45,000

Our Client, one of the leading European Commercial and Merchant Banking Groups, seeks to recruit a trained Banker to work initially in West Africa and to move into a senior post in their London-based International Finance Team, which concentrates on projects, trade related finance and Syndications on a world-wide basis, in some two years' time. This is an outstanding opportunity for either a London-based merchant banker who wishes to gain on-the-ground experience or, alternatively, a member of the foreign service side of a major international retail bank who wishes to move into merchant banking. A good knowledge

of Letters of Credit and a flair for marketing are particularly important in the initial posting which also requires an aptitude in the administrative and accounting areas. Remuneration in the initial contract period will be at a rate around £45,000 per annum plus expatriate package, including housing, travel, normal tax benefits etc. Please write initially, enclosing a detailed CV and quoting ref. 639, to Keith Fisher at Overton Shirley and Barry, Prince Rupert House, 64 Queen Street, London EC4R 1AD.

Overton Shirley & Barry
INTERNATIONAL SEARCH AND SELECTION CONSULTANTS

INTERNATIONAL APPOINTMENTS
APPEAR EVERY THURSDAY

Senior Technical Consultants

Saudi Arabia

To \$40,000 + Substantial Benefits

for a major financial institution in Riyadh providing finance for the development of the private industrial sector in Saudi Arabia. Successful candidates will join a professional organisation playing a major role in developing and expanding the Kingdom's industrial base.

A Senior Technical Consultant is responsible for providing a comprehensive assessment and appreciation of all technical aspects of proposed industrial projects, including a detailed analysis of costings etc., covering a wide variety of manufacturing processes and end-products. He also provides technical advice and guidance to existing industrial ventures, and will play an active part in on-the-job training and development of Saudi nationals.

Increasingly, projects being evaluated are sophisticated in terms of process and technology, and whilst the consultants will be expected to evaluate a wide range of projects, two consultants with specific industry experience in the electrical/electronic sectors, and the chemicals sector, including both heavy and fine chemicals, are now sought.

Candidates must have a degree or equivalent in a relevant discipline, and should preferably have professional membership. They must have a minimum of ten years' practical experience of a variety of manufacturing processes in an appropriate industry, and five years of technical consultancy exposure at a senior level. They must demonstrate recent, specific and significant involvement in the technical evaluation of a new industrial project or a major expansion to an existing project.

Total fluency in written and spoken English is essential; knowledge of Arabic would obviously be an advantage. Previous overseas experience would be useful, especially where experience has been gained of joint venture projects and/or technology transfer. Those under the age of 35 are unlikely to have had sufficiently wide and varied experience.

In addition to the salary paid free of tax in Saudi Arabia, the successful candidates will be offered an excellent benefits package, on a married or single basis, which includes - performance and end-of-contract bonuses - free housing - leased car - generous leave and leave fare provisions - free medical treatment - overseas school fee and student travel benefits - first class recreation facilities.

These appointments, for an initial period of two years, renewable by mutual agreement, represent a unique opportunity for both significant involvement in a country's industrial development and substantial capital accumulation.

Interviews will be held in London in mid October. Please reply with a full curriculum vitae, including current compensation level. Your application will be forwarded direct to our client. List separately any organisations to whom your application should not be sent. B. G. Woodrow ref. B.2193.

HAY-MSL Selection and Advertising Limited,
52 Grosvenor Gardens, London SW1W 0AW.

مختصون باستشارات المرب

HAY-MSL

middle east

INVESTMENT OFFICERS

The International Finance Corporation offers you a career in international development. An affiliate of the World Bank, IFC needs investment officers for important work promoting the private sectors of developing countries. The job involves identifying and appraising proposed investments, negotiating and presenting proposals to the board, and supervising IFC investments.

Although based in Washington, officers work within a multinational and multi-disciplinary team, and frequently need to travel overseas to assigned countries.

Applicants should possess a relevant degree and have at least five years financial or industrial experience in lending, funding or managing equity investments, preferably in a developing country. Fluency in English, or English and French is essential.

We will meet all the expenses incurred in your relocation, and make full provisions to enable you to keep in close contact with your home and country.

Please write, in English and enclosing a résumé, to:
Miss Katherine Louthood, Recruitment Officer,
International Finance Corporation,
1815 H Street, N.W., Washington D.C. 20433.

IFC International Finance Corporation

EDP Systems A passport to international travel Single or Married Status

Our client, one of the oil majors with revenues exceeding \$60 billion, maintains a worldwide EDP audit function. Our client's policy of promoting members of its review team after experience of worldwide operations has led to these current vacancies. Overseas assignments range from 2-4 months in any one location and therefore a commitment to 100% travel is essential. Candidates should have:

- A computer science degree or accountancy qualification
- Systems analysis, programming and control practice experience
- Understanding of EDP interrelationships
- Independence and self-motivation
- Management ability
- Second European language ability

The attractive remuneration package includes a net salary of c.£13,500, all expenses paid, married status travel, together with other large company benefits.

Interested applicants should contact James Forte on 01-831 0431 or write, enclosing a comprehensive CV to Michael Page International, 39-41 Parker Street, London WC2B 5LH, quoting ref. 944.

Michael Page International
Recruitment Consultants
London Brussels New York Sydney
A member of the Addison Page PLC group

Finance & Administration Manager

Latin America Substantial Package

Our client is a privately owned company whose activities include the trading, shipping, storage and distribution of chemicals.

They seek to recruit an accountant for one of their major operations in the North of Latin America, who will be responsible for the whole finance and accounting function. The main responsibilities include:

- preparation of accounts and reports
- budget formulation and control
- monthly management reporting
- treasury and legal aspects

Candidates should be qualified accountants, preferably graduates, with a minimum of 5 years' post qualification experience and be able to speak Spanish. The salary package includes a car, paid home leave, annual bonus and the possibility of equity participation.

Interested candidates should contact David Nicholson ACA on London 01-831 0431, or send a curriculum vitae to Michael Page International, 39-41 Parker Street, London WC2B 5LH.

Michael Page International
Recruitment Consultants
London Brussels New York Sydney
A member of the Addison Page PLC group

IRM

(Institute for Research and Information on Multinationals)

Geneva

is looking for a British
ASSISTANT (m. or f.)

for the

DIRECTOR OF INFORMATION AND COMMUNICATION

* THE JOB:

- Relations with the press (particularly in Great Britain)
- Material organisation of conferences, meetings, etc throughout Europe
- Co-ordination of the editing of publications in English and relations with the publishers
- The candidate will be attached to IRM Geneva Office with frequent journeys to Great Britain

* PROFILE:

- Age: 25-40
- At least three years' experience in communication matters
- Good contacts with the British press
- Interest in economical, social, and political problems
- Fluent French
- Knowledge of German would be appreciated

Please write with full curriculum vitae to:
IRM, 45-47 Rue de Lausanne, CH-1201 Geneva

SALES/MARKETING EXECUTIVE

U.S. BASED MANAGEMENT CONSULTING FIRM

Seeks aggressive individual with experience in hi-tech markets to head up European operations. Salary + Commission. Reply early with resume to Box A9118, Financial Times, 10 Cannon Street, EC4P 4BT.

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FINANCIAL ACCOUNTANT CARIBBEAN

Circa 26,000 Pounds Sterling (Tax Free)

Cayman Overseas Trust Co. Ltd. is engaged in the management of offshore investment companies, trusts etc., and is a member of the Cayman National Corporation Ltd. group which provides a comprehensive range of financial services in the Cayman Islands.

The company requires the services of a professionally qualified accountant with at least one year's post-qualifying experience to handle its own computerised accounting function and to maintain records and prepare financial statements for clients.

In addition to salary, the position carries other benefits including non-contributory pension scheme, subsidised staff loans after a qualifying period etc.

Applications accompanied by a c.v. should be made in writing in the first place to:

**THE EXECUTIVE VICE-PRESIDENT,
CAYMAN OVERSEAS TRUST CO. LTD.,
P.O. BOX 1790,
GRAND CAYMAN
B.W.I.**

A MAJOR

Middle Eastern Bank

with branches in Egypt wishes to appoint a

Credit & Marketing Manager

Candidates should be graduates and must have had a minimum of 10 years' experience in international credit and marketing with a leading bank. The post bears the responsibility not only of supervising and developing an effective marketing team but also responsibility for the credit portfolio. The position is Cairo-based at the Regional Office and reports directly to the Regional Manager. Preference will be given to Arabic speakers.

Applications to Box A9107, Financial Times
10 Cannon Street, London EC4P 4BY

10/21/85

Accountancy Appointments

FINANCIAL ACCOUNTANT

-C £16k

+ Company Car

The Megalasing group of companies specialises in the sale, lease and rental of new and second-hand IBM hardware.

The group is currently undergoing a period of rapid expansion and this has created an exciting opportunity for a qualified accountant (preferably a graduate) to take control of the full accounting function.

Energy and enthusiasm as well as excellent technical skills are essential requirements. Experience in the installation of computer systems would also be an advantage.

Please apply in writing with a full curriculum vitae, marked private and confidential, to:

The Company Secretary
Megalasing UK Ltd.
Rythé House
2 Littleworth Road,
Esher, Surrey KT10 9PN

Financial Controller

Major New Venture

City

to £30,000

The Committee of London Clearing Bankers has set up an organisation to plan and implement a major new facility to transfer funds electronically directly between the retailer and customers' banks. A senior financial executive is now required to join the management team as financial controller.

The prime tasks initially will be to set up an entire accounting structure for this new operation, creating budgets and forward plans, appropriate monthly reporting, analysing complex capital projects and numerous one-off financial investigations. As the organisation develops there is scope for the individual to assume additional responsibilities and have a wider role in general management.

Candidates, preferably graduate chartered accountants aged 35-45, should have experience, preferably in the financial services area, of establishing project management controls from scratch. Maturity, energy and vision are as essential as technical skills. The salary is negotiable to £30,000 plus car and a benefits package appropriate to this senior post.

Please write in confidence, with full career details, quoting reference 2860/L, to J. W. Hills, Executive Selection Division, Peat, Marwick, Mitchell & Co., 165 Queen Victoria Street, Blackfriars, London EC4V 3PD.

PEAT
MARWICK

Finance Officer King Edward's Hospital Fund

London

c.£24,000

The King's Fund is an independent charity with an annual income in excess of £4 million. It seeks to stimulate the highest standards of good practice and innovation in all aspects of health care and management through research and development, education and direct grants.

They require a qualified Accountant (preferably IPFA or ACA) for their senior finance post. The current holder is retiring at the end of 1985. Responsibilities will include all aspects of management reporting, grant-making and the financial arrangements for the King's Fund College and King's Fund Centre. A substantial input to the Fund's strategic decision making and further computerisation of the present accounting system will also be required.

Candidates will have high professional standards, an interest or experience in the health care field, and the ability to communicate effectively at all levels.

Please reply to Martin Manning with details of age, career and salary progression, education and qualifications, quoting reference 1503/FT on both envelope and letter. Candidate details will be discussed in strict confidence with our client.

Deloitte
Haskins + SellsManagement Consultancy Division
P.O. Box 198, Hillgate House, 25 Old Bailey, London EC4M 7PL

Financial Executive

Candover Investments Plc

Our client, Candover Investments, is a leading, City-based public company in the provision of development capital and management buy-out finance, and has ambitious plans for further expansion, particularly in the area of large buy-outs. Since its formation in 1980 the UK portfolio has grown rapidly, together with some important US interests.

Reporting to the Chief Executive your role will be to appraise businesses, structure deals, negotiate with vendors and eventually represent Candover on the board of buy-out companies.

You could currently be employed by an institutional investor, by the investigation or consultancy division of a professional practice, in a merchant bank, or at the headquarters of a diversified group. Experience of investigations is essential. An accounting qualification would be a major advantage and above average educational qualifications would be helpful. Age: mid to late 30s. The potential rewards and prospects are excellent.

Please write to EH Simpson, quoting ref. ST435, at 11 Gough Square, London EC4A 3DE (telephone 01-583 3911).

Chetwynd
Streets

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Truman Miles

Management Recruitment
ConsultantsACA'S for
Merchant Bank

A respected City House, in the forefront of today's financial service markets, offers an accounting introduction to graduates aged 25-27. Application is not restricted to just the large London Offices, or to Bank Audit experience.

A mortgage subsidy and relocation assistance is provided amongst traditional benefits, together with a good initial salary for these appointments as Chief Accountant of a specialist subsidiary or to the Audit and Investigations team. The Bank has an excellent reputation for providing career advancement opportunities and will give early recognition to ability and ambition.

Call or write, in confidence, to Bob Miles 01-248 2627/3 and 01-544 0085 (Home) 18/11 St Johns Court, Old Bailey London EC4M 7EL

Significant man-management role for a finance professional with one of the world's leading international high-technology companies

Financial Accountant

West London

As the market leader in a number of important sectors of the computer and peripherals marketplace, our client has an outstanding reputation for product quality and marketing skills in the UK and overseas. The foundation of this success lies very much in the company's ability to formulate and implement sound financial strategies. A most significant role is now available within this area.

The Financial Accountant will hold line responsibility for a wide range of key activities which will entail the day-to-day management of departmental personnel. As well as the traditional areas of Financial Accounting and Reporting, the person appointed will have specific responsibility for Receivables and Payables, and for liaising with the company's home and international bankers. Cash management is considered to be a key task. An initial priority will involve playing an important role in the upgrade of the computerised accounting and reporting system through the introduction of an IBM 36.

This position will suit a qualified or experienced accountant with sound systems knowledge who has successfully held a supervisory role within a medium/large company. As cheque signatory, maturity and credibility is essential. The package includes salary c£17,000, substantial performance related bonus, quality company car, pension scheme and BUPA.

Applications are welcome from men and women who should write in confidence: Terry Toms, Peterson Davidson Ltd., Recruitment Consultants, Elliott House, 28A Devonshire Street, London W1N 1RF. Tel: 01-466 8991.

PDL RECRUITING FOR TOMORROW'S WORLD

Manager Internal Audit

Major Financial Services Group
Portsmouth

Schroder Financial Management provides an integrated and comprehensive range of financial services to individuals, partnerships and private companies. We currently employ over 600 staff based in over 20 locations in the United Kingdom.

A vacancy has arisen in our Head Office in the centre of Portsmouth for a Manager of the Internal Audit Department. Reporting to the Chief Internal Auditor of the Schroder Group, the Manager, Internal Audit will be responsible for ensuring that Group accounting standards and controls are maintained, and will be expected to contribute to the development, implementation and monitoring of all processing systems.

The requirement is for a qualified accountant with relevant experience gained in the profession or in the financial sector. The nature of the role calls for a high level of communication skills and the ability to interact effectively with senior management within the Group.

In addition to a competitive salary, we offer a substantial range of benefits, which includes a Company car, mortgage subsidy, non-contributory pension scheme, and comprehensive relocation assistance.

For further details and/or an application form, please write or telephone:

G.M. Kestley, Group Personnel Manager, Schroder Financial Management Limited, Enterprise House, Isambard Brunel Road, PORTSMOUTH, PO1 2AW. Telephone Portsmouth (0705) 827733 Ext. 335.

Schroder Financial Management
LIMITED

UNIT TRUSTS • LIFE ASSURANCE • PENSIONS • ASSET MANAGEMENT

Chief Accountant

Cambridgeshire

To £20,000

Our client is a substantial and highly successful public company which is growing very rapidly, is highly acquisitive and has doubled its profit in the last two years. The financial function plays an important role in this fast moving and stimulating environment and is now being further developed to ensure that it is ready to support future planned growth.

Responsible for the control and direction of monthly consolidations and statutory accounts, the successful candidate will also be closely involved in taxation and acquisitions and will therefore need to have a good understanding of the technical complexities of these areas.

This is a truly exciting opportunity, ideally suited to a qualified accountant, aged 27-32, who has strong, proven technical abilities, is probably currently with a big 8 firm or has, possibly, already entered industry and who has the personal skills to progress within this dynamic, acquisitive group.

The location allows fast and easy access to London while offering the quality of life which attaches to lower housing costs in one of the more attractive parts of Cambridgeshire.

Please write enclosing a career/salary history and day-time telephone number to Richard Norman FCA quoting reference 1/2317.

EMA Management Personnel Ltd.
Hilton House, 20/23 Holborn, London EC1N 2JD.
Telephone: 01-242 7773 (24 hours).

Manager Audit Services

Banking - Scotland

c.£20,000 + benefits

Our client, one of the major clearing banks, is upgrading the function of its inspection and audit department and wishes to appoint a qualified accountant to this position, reporting to the chief inspector.

Applicants should be chartered accountants, aged 28 to 40, with substantial experience of bank auditing either in a major professional firm or in another bank. The position will involve a substantial degree of staff management and general development of an effective audit function.

Future prospects will be in the area of general financial management in the bank.

Please address brief personal and career details to Douglas G Mizon quoting reference F/775/M at Ernst & Whinney Management Consultants, Becket House, 1 Lambeth Palace Road, London SE1 7EU.

E W Ernst & Whinney

INVESTMENT ACCOUNTANT



We are a prestigious and rapidly expanding Company in the Financial Services sector seeking to recruit an ambitious and highly motivated Investment Accounting Manager. The successful Accountant will control a small department responsible for all Investment Accounting and related Tax matters.

Candidates should be qualified Accountants with a working knowledge of computerised reporting, preferably in a relevant sector, and with sound technical skills.

Remuneration circa £16,000 plus an excellent benefits package, including 5 weeks' holiday, non-contributory pension scheme, stock option and profit sharing schemes.

HILL SAMUEL
LIFE ASSURANCE

For further information please contact:
Patricia Copeland, Hill Samuel Life Assurance Ltd,
NLA Tower, 12-16 Addiscombe Road, Croydon,
CR9 2DR. Tel: 01-686 4355 extension 2382.

FINANCIAL CONTROLLER

(Director Potential)

Young Expanding Exclusive Hotel PLC

HOME COUNTIES to £23,000+
This newly established company seeks an energetic, commercially orientated, qualified accountant to join its management team, to be responsible for all aspects of management and financial accounting and corporate administration. There will be a high level of involvement in day to day hotel operations, systems and financial planning to support the company's ambitious expansion programme.

The ideal candidate will have a sound knowledge of hotel systems and will be able to work and communicate well with colleagues of different disciplines at all levels. Board appointment is envisaged at an early stage.

Please apply in complete confidence to the company's recruitment advisers, sending a full C.V. and salary history if writing, for the attention of:

Howard Field FCA,
SELECTED ACCOUNTS PERSONNEL,
Suite 321, Holborn House, 52/54 High Holborn,
London WC1V 6RL. Phone: 01-222 0599

Accountancy Appointments

Treasury manager

London W1, to £25,000 + car



A major quoted leisure and services group with turnover in excess of £700m wishes to recruit a treasury manager as part of the Group's programme of strengthening the corporate financial function.

As part of the Group's small head office team you will report to the Group Financial Controller. You will be responsible for the development and monitoring of group cash management systems and group borrowings, managing foreign currencies, liaison with individual group companies to increase awareness of treasury management opportunities and liaison with bankers.

Aged about 30 you should be a qualified accountant with two to three years' experience of the treasury function preferably gained in a head office treasury department. Career prospects are excellent.

Resumes including a daytime telephone number to Torrance Smith, Executive Selection Division, Ref. S006.

Coopers & Lybrand associates

Coopers & Lybrand Associates Limited
management consultants

Fleetway House, 25 Farringdon Street
London EC4A 4AG

Financial Controller

South London

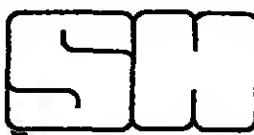
£22,000 + Car

Our client is a strong, rapidly growing group of companies which specialises in the refurbishment and high-quality fitting-out of buildings for blue-chip companies and financial institutions. Current and planned growth create the need for the new post of Financial Controller, which will carry the responsibility to the Executive Chairman for the Group's financial and administration functions.

These functions, already extensively computerised, must grow in parallel and sophistication with the Group, and the successful candidate, who will be aged late 20's upwards and a qualified Accountant, will demonstrate the ability to lead and develop this growth. Experience could well include a period in the building industry. It will certainly include the control of an Accounts department and the development of rapidly reactive, computerised management information and control systems.

The appointee will have resilience, tact and dedication, and will be expected to make a creative input to the management of the Group. In return, prospects for growth both with and within it are extremely attractive. Other benefits will include contributory pension and private medical insurance. Assistance will be given with necessary relocation expenses.

Letters of application, together with CV, salary progression, and any other relevant data, should be sent without delay to Mr. C.A. Cotton, Executive Recruitment Division, Stoy Hayward Associates, 3rd Floor, Waterloo House, 20 Waterloo Street, Birmingham, B2 5TF, quoting ref. M721.



Stoy Hayward Associates

MANAGEMENT CONSULTANTS

A member of Horwath & Horwath International

MANAGEMENT AUDIT

Hoechst UK is part of a major international group which is involved world-wide in the manufacture and supply of a wide range of industrial and consumer products.

As a result of the appointment of our previous Internal Auditor, to a senior management position in one of our subsidiaries, we are now seeking a replacement. The Internal Auditor is a senior position which reports directly to the Chairman of the Finance Division. The job involves carrying out management audit both within Hoechst UK and in a number of our UK subsidiaries.

Candidates should be Chartered Accountants with a minimum 3/4 years post qualifications experience either in an international firm of accountants or in industry or commerce.

We are offering a competitive salary and benefits package, as would be expected of a major international organisation.

If you are interested, please write or telephone for an application form to Mrs. Sue Hunt, Personnel Administration Assistant, Hoechst UK Limited, Hoechst House, Salisbury Road, Hounslow, Middlesex, TW4 6JH. Tel: 01-570 7712, extn. 3108.

Hoechst



Assistant Treasurer

c£22,500 + car

A major public group with substantial and diverse UK and international business interests, our client is growing both organically and through acquisition.

Working as a member of a small team based in the London headquarters, the Assistant Treasurer will be expected to make an important contribution to the effective management of the group's resources. With responsibilities covering the full range of treasury activity including the establishment of group-wide cash

management and forecasting procedures, he or she will have considerable exposure to senior management both within the headquarters and at the operating companies.

Aged 28-35, applicants must have broad treasury experience preferably gained in an international group.

Please write, enclosing a career/salary history and day time telephone number to David Hogg FCA quoting reference H/289/TF.

Lloyd Management

125 High Holborn London WC1V 6QA Selection Consultants 01-405 3499

A.C.C.A. OR A.C.A.

Package Above £20,000

City * * * Prestige Bank * * * Substantial Benefits

Our client is an AAA rated banking organisation. We are seeking on their behalf a qualified accountant aged above 25, with some banking experience, who is ready for his or her first career move in the banking sector. If you are keen to develop rapidly into a management position within the Financial Accounting and Controlling area - and consider that you can contribute to the development of accounting and control procedures, then this is a significant opportunity to apply your skills in an internationally orientated environment.

After a sound familiarisation process which should include a visit to the European parent company, the successful applicant will develop involvement in a wide range of responsibilities including new systems and the professional development of young staff.

If you would like to discuss how this position fits with your career strategy, then please write to, or telephone, Derek Burn or Jane Barker at MCP Consultants, Hallow House, 20/23 Holborn, London EC1N 2JD. Telephone: 01-405 9000/9001

MCP Consultants

Financial Sector Human Resources

ACCOUNTANCY
APPOINTMENTS
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THURSDAY

Rate £37.00
per single column
centimetre plus VAT

Systems Development and Financial Control

A route to top management for a Chartered Accountant

Earnings c.£30,000 + car

Professional Business

This post is with a major London-based professional services practice employing some 250 people in the UK - an international leader in its field. Growth has been outstanding and the forward projections, both in the UK and worldwide, are very positive.

The role is to manage the design, implementation and operation of computer-based financial and management information systems appropriate to the company's next phase of development. It will involve gaining the credibility of both the professional and supporting staff and building an effective financial management service to the Board.

Candidates, probably in their late twenties or early thirties, must be chartered accountants, ideally now working in a professional firm or a service business. Desirable is experience in all parts of the financial function: essential is up-to-date computer and systems knowledge. There is ample scope for further development to a top financial management role in the practice or in another part of the Group. Terms include a performance related bonus and BUPA.

Please write - in confidence - with full details to Brian Woodrow ref. B.73304.

This appointment is open to men and women.

HAY-MSL Selection and Advertising Limited,
52 Grosvenor Gardens, London SW1W 0AW.
Offices in Europe, the Americas, Australasia and Asia Pacific.

HAY-MSL

MANAGEMENT SELECTION

Financial Controller

Swindon

c.£20,000 + car

Our client is currently being established as the U.K. sales and service subsidiary of a West German company. The company is a world leader in the manufacture of flexible packaging machinery and has sales and service facilities in over fifty countries.

The U.K. organisation now being formed requires a commercially aware accountant to join the management team to establish and manage the accounting and computing activities for the operation. There will also be a significant role in providing financial guidance for the planned expansion of the operation and developing appropriate operational systems.

The successful applicant, aged 28-40, will be a qualified accountant who has at least five years managerial experience gained in a small but expanding environment, ideally involved in sales and marketing or light manufacturing. Practical experience of computerisation is also essential.

In the first instance please write in complete confidence quoting reference 6092 and submitting a curriculum vitae to:

Peter Childs,
Pannell Kerr Forster Associates,
New Garden House,
78 Hatton Garden,
London EC1N 8JA.

**Pannell Kerr
Forster
Associates**
MANAGEMENT CONSULTANTS

Young Qualified Accountant

Advertising c.£15,500

We are a medium sized specialist advertising agency with a turnover of around £3m.

As our Company Accountant, supervising a staff of two, you will be responsible for all day-to-day accounting matters (bought, sales, nominal ledger, payroll, credit control, management figures etc.). You will also be expected to review existing systems and investigate and make recommendations for the possible implementation of computerisation.

Probably in your mid/late 20's, your qualification should be supported by several years' experience in a commercial environment.

Salary is negotiable as indicated, supported by a good range of benefits including profit share.

Please apply with full c.v. to David Miller, Managing Director,

ROBERT MARSHALL ADVERTISING LIMITED
44 Wellington Street, London WC2E 7DJ.

GROUP FINANCIAL CONTROLLER

We are a leading video production company in the UK with major associated interests in sales and management training. We are expanding rapidly and hope to go to the USM, or similar, within the next five years.

We need a Financial Controller capable of becoming our Financial Director at a later date. The successful candidate will be an ambitious 28-35 year old professionally qualified and will have experience of a large accountancy practice with a wide based knowledge of corporate finance.

Please write in confidence to:
John Mayhew, Managing Director,
IETC Information Ltd,
Bradley Close, White Lion
Street, London N1.



Infovision

Richard Ellis FINANCIAL SERVICES

Due to the expansion of Richard Ellis Financial Services, there is now a vacancy for an enthusiastic and entrepreneurial professional to join the team in the City. The successful applicant will be expected to generate further business in the areas of non-institutional; tax related, corporate property finance and consultancy work.

The ideal candidate will be aged under 30, qualified ACA/ARICS or similar, with a minimum of 3 years post qualification experience within the property investment or corporate finance markets.

Experience with a merchant bank or other financial organisation would be helpful.

Salary and other benefits by negotiation.

Please telephone in confidence or write with full CV and salary required to:

Michael Dix, FRICS
Richard Ellis, Chartered Surveyors
64 Cornhill, London EC3V 3PS
Tel: 01-629 6290

Financial Director Designate

Sheffield, Retailing

c £25,000 + car

A large privately controlled retail business, with a substantial store base spread throughout the UK, is seeking to appoint an experienced Financial Director Designate.

The position will entail full responsibility for all aspects of accounting and financial management throughout the group with an emphasis on computer-based systems development. An early appointment to the board is envisaged.

The person appointed will currently hold a position of comparable responsibility in a significant and well run multiple retail business. Some practical experience of company acquisitions and public floatation would also be highly beneficial.

The level of the remuneration package, which will include an executive car, is unlikely to be a limiting factor in attracting suitably qualified candidates. The probable age range is 30-45.

Please write in confidence with brief career details quoting reference L/515 to Mr. T. A. Elster, Peat Marwick Mitchell & Co., Executive Selection Division, City Square House, 7 Wellington Street, Leeds LS1 4DW.

PEAT MARWICK

Accountancy Appointments

Senior Accountants

London - South of the Thames
To £18,800 (under review)

Following privatisation and reorganisation, British Telecom London offers a number of significant career challenges. Two immediate opportunities occur South of the Thames in the Waterloo/Lambeth area for senior accountants.

Both appointments call for highly motivated managers, preferably aged 28-48, prepared to work under pressure when necessary and capable of developing fruitful relationships with departmental managers and staff.

Management Accountant
Responsible to the Area Chief Accountant for co-ordination and control of all management accounting and budgetary control systems in the Area.

You will direct all financial reviews, forecasts and analyses of Area contribution statements and balance sheets. You will also be responsible for reporting monthly results to the Area Executive Board.

Either qualified or part qualified with relevant experience, you must have a background of budgetary control, management reporting and variance analysis in a major business. Familiarity with computer aids would be an advantage and experience of costing systems desirable.

Financial Accountant

Responsible to the Area Chief Accountant for control and development of the Area's finance systems and for presentation of statutory accounts and monthly trial balances.

Main activities will include overseeing the operation of our computerised accounting system, general ledger, stores accounting and fixed assets systems.

Professionally qualified, your background should include stores and fixed assets accounting and, ideally, experience of computerised general ledger.

With stringent deadlines to meet, staff management skills are particularly important.

Please send your CV and relevant career data (it is important to include a day telephone number which will be used with discretion) quoting reference FT/03, to Graham Mead of British Telecom London, Recruitment and Selection Centre, 51 Giles House, 1 Drury Lane, London WC2B 5RA. Alternatively, call Graham Mead or Tony Gaspar on 01-836 4653 for further information. Closing date for applications is 20th September 1985.

British
TELECOM
London

ACA with City Background (Director Potential)

£15K-£18K + car

As an autonomous member of a wealthy and distinguished British group, this young, dynamic company has produced impressive profits in its first 2 1/2 years of international trading. It has already established a reputation for its professionalism & specialist knowledge within its field and realistically expects to become one of the market leaders. Moreover, it is expected that the company will seek a listing within the medium term.

In line with this corporate strategy, the Directors seek a graduate Chartered Accountant with up to 3 years' post-qualification experience to head the day to day accounting function.

Reporting to the Finance/Commercial Director, the selected candidate's role will embrace the provision of

detailed evaluation reports on new & existing business projects and treasury & cash management, including the investment of funds and foreign exchange. An immediate and ongoing task will be to develop the accounting & management information systems, which are presently at varying stages of computerisation, involving close liaison with line management.

Integrity, determination and a conceptual accounting mind are prerequisite qualities for this appointment. Financial & career rewards are appreciable.

Applicants, male or female, should apply in confidence to Mercuri Urval Limited, 1 College Road, Harrow, Middlesex, HA1 1YZ, or telephone 01-863 8466, quoting Ref. No. 599.

Mercuri Urval

ACCOUNTANCY APPOINTMENTS
APPEAR EVERY THURSDAY

Overseas Financial Controller

c £20,000

A major British service industry group has a record of profitable growth combined with a reputation for ethical dealings. Continuing expansion overseas has dictated the need for strong financial controls in subsidiary and associated companies.

Reporting to the Financial Director, International, you will supervise the overall efficiency of local accounting functions, ensure that accurate and timely management accounts are produced and consolidated. You will also monitor individual procedures and systems to ensure conformity with national laws and tax practices. Based in Central London, up to 35% travel is involved mainly 2/3 days at a time to Europe but occasionally with longer visits to the Far East, Middle East and Africa.

In your late 20s/early 30s, an ACCA/ICMA or ACA with at least two years post-qualifying experience in commerce, you will need to have the flexibility of approach and the strength of personality to communicate effectively with local management. A knowledge of French would be an asset in this challenging non-audit post.

Please apply to I.M.G. O'Hara, 160 New Bond Street, London W1T 0HR or telephone 01-629 4226.

MANN
MANAGEMENT

Recently qualified accountant

Surrey c.£16,000 + car

Redland plc is one of Western Europe's largest and most successful manufacturers of building products and materials. A vacancy exists in the company's Head Office Treasury function, based in Reigate. This is a career opportunity in a growth-oriented lively environment for a recently qualified accountant.

The job is that of Assistant Treasurer and will involve the management of major cash and currency transactions and exposures. The appointee will deal with bankers, lawyers and the money markets, in an environment which makes effective use of up-to-date information and communication systems.

Applicants will be able to demonstrate an enterprising but controlled work approach, exhibit plenty of initiative and drive, and possess above-average social and intellectual skills. You will be a Chartered Accountant dedicated to becoming a Senior Manager in your 30s.

The successful candidate will join a well-established team, with a growing reputation, and perform a key role in the worldwide management of the company's cash and in maintaining its liquidity. The job represents an outstanding opportunity to make a demanding but rewarding start to your business career in an important operational and strategic activity.

To apply, please send brief personal and career details to Peter Naylor, Cox Naylor Organisation Consultants Ltd, Enterprise House, 7 Babbledale Close, Maidenhead, Berkshire SL6 6LS.

FINANCIAL CONTROLLER

Hampshire

c£23K + car

You are a Chartered Accountant, probably aged between 30 and 40, and have earned an excellent reputation for your technical accounting skills and leadership ability. This is an opportunity to realise your full potential in a fast moving, aggressive and expanding business.

Our client is an international manufacturing company at the forefront of technology in the development of electronic instrumentation. Forming part of a leading American industrial group, the need has arisen to appoint a Financial Controller at the European Head Office.

Reporting to the Director of Finance, this is an influential role. Key areas include control of financial policy and the flow of financial information from operating units, detailed US reports, statutory accounts, tax planning and budgets. Inter personal skills in managing people and liaising with fellow professionals are vital.

You must be prepared to make substantial career moves, already have experience in multi-site operations in an international context, be familiar with US reporting requirements and possess the strength of purpose needed to succeed in a highly competitive environment.

To pursue this opportunity, please contact Nigel Murray, quoting Ref: TA 1316.



Management Personnel

Recruitment Selection & Search

Shaw House, 2 Tinsgate, Guildford, Surrey GU1 3DT
Telephone: (0483) 85566 (ext of hours 0720 6700)

Group Management Accountant

London

to £25,000 + car

A major group of manufacturing and merchandising companies with an impressive profit record in recent years is seeking to appoint a group management accountant to join a small central finance team based in London.

The position will report directly to the group finance director. In addition to the management accounting, budgeting and planning responsibilities it will involve working on a variety of projects of key importance to the expansion and development of the group.

The group are looking for an able chartered accountant (probable age range 28 - 35) with the experience, drive and enthusiasm required to make a strong contribution in this important

new position. An attractive remuneration package is offered and there are excellent career development prospects for the right person.

If you feel you meet the requirements for the position please write in confidence to Mr T. A. Elster, Peat, Marwick, Mitchell & Co., Executive Selection Division, City Square House, 7 Wellington Street, Leeds LS1 4DW, quoting reference number L/511.

PEAT
MARWICK

Financial systems consultancy for public utilities

Coopers & Lybrand Associates is the largest firm of management consultants in the U.K. There is an established and increasing demand for our services in commercially orientated public utilities both in the U.K. and overseas.

As a result, we need more ambitious and experienced accountants who are looking to further their career by a move into management consultancy whilst still recognising the need to use their acknowledged and highly marketable technical skills.

You will be a qualified accountant, probably with additional academic or business qualifications, between the ages of 27 and 32. You should have a proven track record and be an able communicator at all levels of management.

For your outstanding personal and technical skills we offer an excellent remuneration package together with good promotion prospects directly related to your performance.

If you recognise that the potential built into your career so far will enable you to make a major contribution to the development of our consulting services, please send a career résumé quoting ref. 4/6, together with a daytime telephone number to Alan Goodman, Coopers & Lybrand Associates, Fleetway House, 25 Farringdon Street, London EC4A 4AQ.

**Coopers
& Lybrand**

For business committed to growth.

Assistant Financial Controller

Bristol

£20,000 + car

For the head office of a division with sales of over £800 million employing nearly 3000 people, part of a large and successful UK based international group.

Key tasks will include monitoring the financial performance of numerous operating units throughout the UK, helping formulate business strategy, improving reporting systems and handling ad hoc projects.

Candidates should be in their mid 30's, graduates, probably Chartered Accountants with at least three years' experience at the head office of a UK company, covering consolidation of accounts, computer based systems, business analysis, financial management and a desire to gain involvement in wider commercial issues.

There are exceptional prospects for personal development and growth including general management possibilities and this appointment is seen as an opportunity to strengthen the senior management of the division. Please write - in confidence - to David Dodd ref. B. 17688.

This appointment is open to men and women.

HAY-MSL Selection and Advertising Limited,
50 Queen Square, Bristol BS1 4LW.
Offices in Europe, the Americas, Africa, Australasia and Asia Pacific.

HAY-MSL

MANAGEMENT SELECTION

GROUP FINANCIAL ACCOUNTANT

An outstanding opportunity for a young accountant

West London

Excellent Neg Salary + Car

Our client is a well-established group manufacturing and distributing worldwide a wide range of engineered products. Turnover from UK and overseas subsidiaries exceeds £24M.

For a qualified accountant aged 25-30 with upwards of three years industrial experience, this position offers an opportunity to work closely with the Group Financial Director at group level on a wide range of finance matters in a diverse international environment. Some experience of computerised accounting systems is essential.

Salary is negotiable, and benefits are international group standard.

Candidates, male and female, please write enclosing career and salary details to David T Bentley, Senior Consultant, 3i Consultants Limited, 5 Victoria Street, Windsor, Berkshire SL4 1EZ quoting DB/547.

3i Consultants Limited
Recruitment Division

Accountancy Appointments

Financial Accountant

c.£17,000+Car
West London

This is an opportunity for a Chartered Accountant to move from the profession to a line management position in a £45 million subsidiary of a major electronics group.

The Financial Accountant will be involved in the introduction of current generation computing in addition to controlling a department whose responsibilities include management reporting as well as financial accounting. Success in this role should lead to promotion opportunities in the Group which has extensive interests in the UK.

Applicants should have a minimum of two years post qualification experience including regular involvement with computerised accounting systems. Age guideline 26-30.

Please apply in confidence, quoting ref. L194, to:

Chris Haworth,
Mason & Nurse Associates,
1 Lancaster Place, Strand,
London WC2E 7EB.
Tel: 01-240 7805.

**Mason
& Nurse**
Selection & Search

Young CA/ACA

Berkshire
c.£25,000+car

A chartered accountant aged say 27-30 with current or recent experience in one of the major UK accounting practices is sought to strengthen the central controllership team of a quoted manufacturing group with international interests. The quality and scope of pre- and post-qualifying experience is paramount.

He/she will be immediately involved at a high level in the development of control and reporting systems and their constructive use in improving profit performance both in revenue and expense areas. Prospects are excellent.

For full job description, write in confidence to John Courtis at JC&P, 104 Marylebone Lane, London W1M 5PU showing clearly how you meet our client's requirements, quoting 7184/FT. Both men and women may apply.

JC&P

John Courtis and Partners

Project accountant

Surrey, to £24,000 + car



This international group has grown rapidly in the past 10 years and has built up an excellent profit record with turnover now running at \$80m.

From a sound construction industry base it has moved successfully into agriculture, manufacturing and real estate. The group's relatively small UK operations are now being extended rapidly with a major new development in hotel construction (and later management) at the footings stage. Substantial further resources are available for a broad based UK expansion programme.

Reporting to the UK group MD you will start by setting up and running the accounting systems needed to control the hotel project. Thereafter with a much wider ranging brief you will work with top management in providing the accounting support needed to plan and monitor the UK development programme.

This is a real opportunity for a lively qualified accountant, aged around 30, who is a good all rounder with 2 or 3 years' post-qualification industrial or commercial experience. Construction industry know-how is not important but what does matter is whether you have the ability to adapt quickly to the fast moving entrepreneurial style of an international group intent on going places.

Résumés including a daytime telephone number to Torrance Smith, Executive Selection Division, Ref. S012.

**Coopers
& Lybrand
associates**

Coopers & Lybrand Associates Limited
management consultants

Fleetway House, 25 Farringdon Street
London EC4A 4AQ

Joint Venture Auditor Oil Industry

DEMINEX UK OIL AND GAS LTD is the British subsidiary of a German exploration and production group with a substantial growth record in the oil industry and active participation in the North Sea.

Due to internal re-organisation we now wish to recruit a Joint Venture Auditor who will directly assist and report to the Head of Financial Services. You will be expected to ensure that the audit rights for all our projects are exercised and that the annual audit programme (10 in 1985) is comprehensive and effective. You will assist in defining audit scopes and carry out audits independently after which your report will identify and deal with any items of exception.

You should be aged 25-50 with a professional accounting qualification, have a general knowledge of oilfield practice, and be free to travel frequently throughout the UK.

In return we offer an excellent salary with impressive benefits package including free commuting.



Send full cv, now to: Mrs F Comrie-Smith,
Personnel Officer, DEMINEX UK OIL AND GAS LTD,
6th Floor, Bowater House, 68 Knightsbridge,
London SW1X 7LD. Telephone: 01-589 7033

CHIEF ACCOUNTANT

£20-23,000

For one of the largest and most prestigious firms of solicitors in the UK which serves the financial and commercial community and has grown rapidly in recent years. In addition to a substantial presence in the City of London, they have three further offices overseas.

The continuing expansion of the firm involves considerable change and development in the accounting area. The successful applicant will work closely with the Head of Finance & Administration on a wide range of special projects and exercises, analysing and evaluating options, and providing information to aid the decision making process. In particular, the management of growth. Other responsibilities will include controlling an efficient accounting department of 18 to 20 staff, monitoring performance, systems development and advising the partners on financial matters.

Candidates should be Chartered Accountants, probably aged 26-35, with a minimum of one year's post-qualification experience, gained either in a commercial environment, or in a non-audit position within the profession.

The above average benefits include family BUPA cover, permanent health insurance and a good pension scheme.

Please send your career and current salary details to Barry C. Skates at the address below.

CITY

MKA SEARCH INTERNATIONAL LIMITED
Berkshire House
Queen Street
Maidenhead SL6 1NF
Telephone: 0628 75956



Hoggett Bowers

BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE, SHEFFIELD and WINDSOR

Controller

Inventory & Distribution Operations
North West, c. £22,000 + Bonus + Car

This senior financial management position, within one of Britain's foremost high technology manufacturing companies, is responsible for the financial control and management of the company's inventory and distribution operations.

Supported by professional teams at several UK locations, the position requires a Graduate Accountant, age 28-35 years, with experience gained in a high volume manufacturing or distribution company operating sophisticated control systems.

Candidates will combine commercial acumen with a flexible and creative approach to business issues and solutions. The position provides obvious career opportunities and could be a springboard to general management.

Male or female candidates should submit in confidence a comprehensive c.v. or telephone for a personal history form to R.D. Howgate, Hoggett Bowers plc, St. John's Court, 78 Garside Street, MANCHESTER, M3 3EL, 061-832 3500; quoting Ref: 27404/FT.

Finance Director

London, W.11

c. £20,000 + car

Our clients are a rapidly expanding, profitable and aggressively entrepreneurial group who are quickly establishing an outstanding reputation as exhibition and conference organisers. As part of their ambitious growth plans, which include entry to the USM next year, they intend to strengthen further the management team by recruiting a Finance Director.

The prime tasks include tightening financial and cash control through prompter and more effective accounting information, monitoring actual results regularly against comprehensive budgets and making greater use of computerisation.

Applicants, preferably aged 28 to 33, must be able, mature and well qualified, with relevant commercial experience and used to making a constructive contribution at a senior level. The salary is negotiable around £20,000 p.a. plus car, PPP and pension scheme.

Please write in confidence with full details of previous experience, quoting reference 6645/L, to J.W. Hills, Executive Selection Division, Peat, Marwick, Mitchell & Co., 165 Queen Victoria Street, Blackfriars, London EC4V 3PD.

**PEAT
MARWICK**

International Auditor

London Area

To £20k + car

Our client is a major, multi-billion pound turnover British Group with its wide range of businesses well established throughout the world.

The company is committed to upgrading its management systems and consequently requires an outstanding accountant to ensure that maximum benefit is obtained from its enhanced procedures.

Candidates must be qualified accountants who have audit experience with computer based accounting systems in a multi-national Company, or who are still with a leading professional firm. Essential qualities will be the ability to produce concise reports and practical recommendations, as well as the interpersonal skills

to communicate at all levels. There will be a significant degree of travel with the post.

It is anticipated that the successful candidate will be appointed to a line management position in the Group within 2/3 years.

The attractive remuneration package reflects the importance of the position and includes a car and other benefits normally associated with a major company.

Please reply in complete confidence, enclosing full career details to Mike Hann, Director, Bull Thompson and Associates Limited, 63 St. Martin's Lane, London WC2N 4JX (Tel. 01-240 3561), quoting reference 1036.

**Bull
Thompson**

CORPORATE AND RECRUITMENT CONSULTANTS

FINANCIAL CONTROLLER

N.W. LONDON

to £20,000 + car

The company is a leader in the importing and marketing of specialist production equipment to the food retail and processing industry throughout the UK. Significant decisions have been taken recently which have already seen the company grow in both activity and profitability. Sales are currently just under £3m. and will continue to increase. Future plans may include developments of a more strategic nature.

The Financial Controller is an integral part of a decision-taking management team. The role demands a consistent, commercial and profit-motivated input to each and every aspect of the company's activities. Priorities will include creative stock management, tight currency control and re-motivating a small, hard-working support team.

Candidates will be qualified accountants, preferably graduates, with at least two years' recent experience in a successful sales-driven company. Evidence will be required of commercial flair and of hands-on involvement providing accurate, timely and responsive information for management. Strong communicating skills combined with commitment, resilience and self-confidence are essential to success. Age indicator: early 30s.

To apply, please write with personal, career and salary information to:

Jan Tomlinson, Executive Selection Division,

Hacker Young Management Consultants,

St Alphage House, 2 Fore Street,

London EC2Y 5DH.

Hacker Young
MANAGEMENT CONSULTANTS

Jackson-Stops & Staff

A Job in the Country

This established firm of Estate Agents and Chartered Surveyors wishes to employ a potential Financial Director. Responsible for the financing of the business, monitoring the performance and working with the Chairman to implement strategies for future growth. Qualified Accountant preferred, age between 30-50.

Located in the pleasant country of Northamptonshire. Salary £18,000 plus profit related bonus and car. Friendly business where a firm but tactful approach is necessary.

Replies treated in confidence to TWA Jackson-Stops 14 Curzon Street, London, W1Y 7FH. Letters only please.

National Agents with Regional Knowledge

YHA FINANCE DIRECTOR

St Albans, Herts Circa £17,000

The Youth Hostels Association is an organisation dedicated to the development of young people's leisure activities in the UK. It is part of an international movement which has over 5000 hostels in 53 countries.

The YHA (England & Wales) has over 250 hostels and approximately 250,000 members. YHA (England & Wales) has an annual turnover of £11 million.

Recent reorganisation and the creation of a new senior management team has provided a challenging opportunity for an ambitious financial manager.

Reporting to the Chief Executive, the successful applicant will be responsible for developing and implementing financial policy nationally, including investment plans, hostel acquisition, financial management, budgets and monitoring financial performance.

The ideal applicant, aged 30-45, will be an FCA or hold comparable qualifications. He/she should also have an excellent knowledge and experience of all financial aspects of a charity, together with a thorough understanding of the applications of computers.

This is an important position with tremendous career potential. Please write with full C.V. marked for the personal attention of Andrew Chinnick, Chief Executive.

Youth Hostels Association
(England & Wales)

Trevelyan House, St Stephen's Hill, St Albans, Herts AL1 2DY.

Accountancy Appointments

Finance Director

West London

c£25,000 + Car

Our client is a young, dynamic £200m to group with significant interests in the leisure industry.

A Finance Director is now sought to head up the £40m to retail subsidiary, based at corporate headquarters in West London. Encompassing all aspects of financial control, responsibilities will include the co-ordination of statutory information, cash flow, financial and management accounting, computer systems development and effective man-management.

Probably a graduate, aged 27-35, you should be a qualified accountant with an exceptional career history and

some retail sector experience. Energetic and self motivated, your commercial expertise will enable you to make a substantial contribution to the company's long term plans and corporate strategy.

Prospects for career progression with the Group are good and the salary package will include an executive car and the fringe benefits normally associated with a progressive, fast growing company. If you feel capable of meeting the demands of this challenging role, please write to Andrew Sales, FCCA, Executive Division, enclosing a comprehensive c.v., quoting ref. 275, at 31 Southampton Row, London WC1B 5HY.



Michael Page Partnership

International Recruitment Consultants
London Windsor Bristol Birmingham Manchester Leeds Glasgow Brussels New York Sydney
A member of the Addison Page PLC group

Operations Accounting Manager

c. £17K + car



A real challenge to make a significant impact.

Smiths Crisps, part of the successful multi-national Nabisco Group, produce and market a wide range of snack food products under the Smiths, Tudor, Planters and Big D brand names.

With a turnover in excess of £130 million and a commitment to greater business growth and profitability, our Finance function has a major impact on business planning. This means we can offer a real career challenge, with prospects to match, to a young accounting professional with sound commercial awareness.

The Operations Accounting Manager has a key objective to develop and implement control systems to identify product costs and manufacturing overheads. Another aspect will be the financial management of the Company multi-million pound capital expenditure plans. The job has functional responsibility for the management and co-ordination of manufacturing accountants located at production facilities throughout the country and will involve close contact with both factory personnel and management to director level.

Reporting to the Manager, Financial Analysis and Planning, this is a senior role, calling for an impressive record of relevant experience (supported by an ICMA qualification) and the strength of personality to give overall direction to our manufacturing accounting operation.

Reflecting the contribution we expect you to make, we are offering a highly attractive salary and a generous range of benefits, including a Company car. Moreover, there will be genuine opportunities for career progression within either the Company or the Group.

Please write, enclosing a full C.V. to: Keith Norton, Personnel Manager, Smiths Crisps, 121 Kings Road, Reading, Berks. Tel: (0734) 592812.



European Financial Accountant

HEALTH CARE INDUSTRY

South East Circa £16,000

Here is an excellent opportunity for a young Chartered Accountant seeking a considerable technical challenge, together with the opportunity of some foreign travel. Our client is a £500m multinational health care market leader, with operating companies in the UK, Ireland, Germany, France, Spain and Italy.

Reporting to the UK based European Financial Director, responsibilities include the accurate and timely consolidation of financial reports. However, the role will predominantly cover a wide variety of projects influencing the accounting strategies of the subsidiaries. Applicants will ideally be graduates, aged 25-28, with formal and broad based training gained in one of the major professional practices.

Career development prospects are excellent within this international company. The negotiable salary is supported by first class employment conditions, including full relocation expenses where applicable.

Male and female candidates should send a detailed CV or request an application form on 0625 533364 (24 hours) quoting reference 817/FT.

Wickland Westcott & Partners

Executive Selection/Management Development
Eagle Star House, 10a Alderley Road, Wilmslow, Cheshire SK9 1QX
Tel: 0625 533364

New subsidiary of major US insurance group seeks an

ACCOUNTANT

City

Up to £20,000

One of America's largest insurance groups, which is establishing a new subsidiary in London to carry out facultative reinsurance business, seeks an Accountant to set up and subsequently operate its accounts function.

Reporting to the Chief Executive Officer, the Accountant will initially have only one clerical assistant and will therefore be required to do everything from day-to-day duties to producing full accounts and management reports. Systems will be computerised from the outset using a terminal linked to the USA.

Age is open and, whilst a qualification is preferred, the key requirement is relevant experience in the insurance industry which should include personal exposure to computerised systems.

Please send a comprehensive career résumé including salary history and day-time telephone number, quoting ref: 2310 to G J Perkins, Executive Selection Division.

Touche Ross

The Business Partners

Hill House 1 Little New Street London EC4A 3TR Tel: 01-353 8011

FINANCIAL CONTROLLER

City

£20,000-25,000 package

Solicitor's practice specialising in international commercial and shipping law seeks professionally qualified accountant for new appointment as head of recently computerised accounts department.

The successful applicant will have commercial ability to support the Partnership in its financial decisions and should be able to develop effective management reporting systems. Knowledge of solicitors accounting would be an advantage.

An ACA/ACCA (28-40) is sought with the motivation and capability of developing the financial management role as the Practice expands.

For initial interview contact
Jeff Adcock or Nan Williams

Adcock Simkin
Recruitment

LONDON OFFICE
20-22 Bedford Row
London WC1R 4EB
01-404 4500

RE: SENIOR AUDITOR

MAIDSTONE, KENT c £15,000 + CAR

The audit department is a key element in the way we at Cigna, a leading worldwide provider of insurance services, ensure our continued progress is achieved in an efficient and controlled environment.

We are looking to strengthen our U.K. based audit team by recruiting a suitable qualified ACA, ACCA or AICPA who has the ability to communicate with senior management, while retaining a "hands on" approach to auditing. The successful applicant will be able to demonstrate a progressive career path as an internal auditor, preferably within the insurance industry. Fluency in a second language will be an advantage for although the majority of assignments will be in the U.K., occasional overseas travel is envisaged. If you have the qualities to meet this challenging opportunity please write, with a brief c.v. to:

Mrs. G. Toms, Manager, Human Resources

CIGNA

Cigna House, 8, Line Street, London EC3M 7NA

FINANCIAL CONTROLLER

c. £18,000 + Profit Share + Car

RIPLEY, SURREY

We are a substantial and successful privately-owned group with a wide spread of business interests throughout the UK. As part of a planned expansion, we wish to appoint a Financial Controller who, with the Chief Executive, will take responsibility for the success of a division. In addition to enjoying UK travel, applicants will be qualified accountants, ACA or ACCA, aged 27 to 35 who, with energy and commitment, can demonstrate the ability to make a contribution from the grass-roots financial level to the broader commercial overview within a profit-conscious financially controlled organisation. Please reply with detailed c.v. to:

M. R. Eke

NEWSHIP GROUP LIMITED,

Send Marsh Works, Ripley, Woking, Surrey, GU23 6LD.

Hoggett Bowers

Executive Search and Selection Consultants

BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE, SHEFFIELD and WINDSOR

Financial Controller

Electronics Manufacturing and Distribution
South Middlessex, c £20,000 + Car

This independent British company supplies high technology components and sub-systems to major electronics manufacturers. Many of the products are sourced overseas, but an increasing number are designed and produced in-house. Growth has been impressive, and turnover of £4m is projected for the current year. Future prospects are bright, and USM entry is a medium-term objective. The person appointed to this new position will head a small but dedicated team, and assume responsibility for all financial and management accounting. A key task will be the development of systems, both manual and computerised, to meet the changing demands of the business. Candidates aged 28-35 must be qualified accountants who can demonstrate a successful contribution to the profitable growth of a manufacturing company. An understanding of international purchasing, and the financial management of R & D, would be advantageous. Excellent communication skills, commitment and initiative are essential for success. Potential for advancement is considerable. Relocation assistance is available if required.

Male or female candidates should submit in confidence a comprehensive c.v. or telephone for a personal history form to S.P. Spindler, Hoggett Bowers plc, 36 High Street, Eton, WINDSOR, SL4 6BD, 07535 50851, quoting Ref: 24017/FT.

Systems Development

London

Package negotiable c£20,000

Predominant in the financial services sector, our client operates and is further developing an extensive range of complex computer systems.

Continuing demands on the small central team responsible for developing these accounting systems call for an additional qualified accountant, preferably aged mid/late 20s, who can make an immediate contribution.

The first project will be an accounts payable system for the group - to establish requirements, evaluate options and implement the new system.

In view of the size and importance of this assignment, applicants must have gained relevant experience in a large organisation.

This project will provide an insight into many aspects of the group's business and provide an excellent base for career progression - either in systems development or in an accounting role at group or subsidiary level.

The negotiable package includes a subsidised mortgage and non contributory pension.

Please write in confidence
with detailed CV or telephone
David Todd BSc FCA
on 01-405 3499
quoting ref: D/275/JF

Lloyd Management

125 High Holborn London WC1V 6QA Selection Consultants 01-405 3499

Young ACA - For Europe

NW London

Package to £17,000

* **Could You...** form part of a dynamic professional team responsible for projects in marketing, manufacturing, and distribution throughout Europe?

* **Do You...** want to join a household name in consumer marketing, a World Leader, which offers excellent prospects in Senior Line roles to self-motivated adaptable people?

* **Have You...** at least 3 years sound experience in the Profession? Aged 25/32 you should have developed good communication/personal skills to match your career ambitions.

* **Can You...** spend around 30% of the year visiting field locations in Europe? A second European language would be a distinct asset.

If so, you should be keen to learn more... write or telephone Shubha Chawla quoting Ref: SC 9181.

Lloyd Chapman Associates

International Search and Selection

160 New Bond Street, London W1Y 0HR
Telephone: 01-408 1670.

Treasury Accountant

Cheshunt

£25,000 + car

The Tesco Group of Companies' resounding success in retailing has created excellent career prospects for accounting professionals, who have the talent and drive to meet the demands this growth has placed on the accounting functions.

The Company has rapidly responded to meet this change by creating an opportunity for a qualified accountant to manage the accounting and financial treasury activities. Responsibilities will include, Treasury Funding, Cash Control, Foreign Exchange, Cashier and Sales Ledger. Reporting relationships are to Director Level.

Our client is seeking a professional with at least three years corporate treasury experience supported by significant exposure to financial planning, forecasting and budgetary control. Candidates must be able to demonstrate the ability to utilise cash to the corporate advantage. It is highly likely that the person appointed will be in their early 30s and already be successful in an industrial treasury function.

The rewards package is highly attractive and includes a salary around the indicator shown, a company car and benefits usually associated with a Senior significant appointment.

Candidates should apply in confidence, enclosing a full CV to: Barrie A. Whitaker, Price Waterhouse, Executive Selection Division, 32 London Bridge Street, London SE1 9SY, and quoting reference MCS/5045.



FINANCE DIRECTOR

Expanding, Progressive Retailer

c£30,000 + Exec Car & Benefits

The exciting growth of this high street retailer with out of town superstores has highlighted the need for a young, innovative Finance Director. You must be able to control an established team bringing creativity, discipline and wide financial awareness. You will probably have a good degree with first class experience in a good practice, and have augmented that experience in a substantial, disciplined company (preferably retail or service type industry). In return for your experience the company can offer truly excellent prospects, the opportunity to control the finances of a successful, well established organisation and to develop your own experience and expertise. Relocation expenses to the Yorkshire area complements the already excellent package.

Male or female candidates should send detailed resumes to Robert Durston, Durston & Marks Search and Selection Ltd.,

No 1 Central Street, Manchester M2 5WR.
Tel 061 832 2266 (24 hour service). Ref 2352/FT

DURSTON & MARKS
SEARCH AND SELECTION LIMITED

Accountancy Appointments

Recently Qualified ACA

Investment management – financial control

London

The investment management arm of one of Britain's largest financial groups offers an exceptional opportunity to a young accountant who has qualified within the last two years with one of the major Professional firms.

This will be an extremely challenging and stimulating role assisting with the financial administration of a wide range of UK and overseas investment subsidiaries. It will be of obvious appeal to those seeking extensive commercial experience without being tied to accounting routines.

Responsibilities, which will

c£16,500 + subsidised mortgage etc.

only be limited by one's own capability, will include liaison with senior professional advisors; attending board meetings; providing financial information and coordinating activities of investment and management companies.

Essential requirements are self motivation, strong communication skills and the ability to grasp associated tax and legal requirements and implications. Success in this position will ensure that there is no shortage of future career options.

Contact David Ted BSc FCA
on 01-405 3499
quoting ref: D/291/SF

Lloyd Management

125 High Holborn London WC1V 6QA Selection Consultants 01-405 3499

Finance Director

c. £22-25,000 + car

Middlesex

Entrepreneurial ability, efficient control and information systems and properly financed expansion have kept our client – a private company in the young female fashion retail trade – well on track for PLC status in the next 3 to 5 years. The company seeks an ACA/ACMA for this new position, preferably with 5 years plus in retailing/other service industries with multi-site operations. Key requirements are experience in credit control, modern computer based systems and the treasury function together with enthusiasm for developing his/her career in this highest spending sector of the clothing trade. The appointee will take responsibility for

early 30's

the financial direction and control in a relaxed but high momentum business.

Initial remuneration will include a comprehensive range of benefits: success in contributing to profitable growth; offers prospects of equity participation.

Write, in confidence, quoting ref: 4634/L, to: M.R.P. Blackenhagen, Executive Selection Division, Peat Marwick Mitchell & Co., 165 Queen Victoria Street, Blackfriars, London EC4V 3PD.

PEAT MARWICK

NEWLY QUALIFIED ACCOUNTANCY APPOINTMENTS

The Financial Times has arranged with the Institute of Chartered Accountants to publish a list of those candidates who were successful in the recent Part II examination. We propose to publish the list in our issue of Thursday, September 26, which will also contain several pages of advertisements under the heading of "Newly Qualified Accountancy Appointments." The advertising rate will be £37.00 per single column centimetre. Special positions are available by arrangement at premium rates of £44.00 per column centimetre. Newly Qualified Accountants, especially Chartered, are never easy to recruit – don't miss this opportunity.

For further details please telephone: Louise Hunter on 01-248 4864

Financial Times
EUROPE'S BUSINESS NEWSPAPER

Finance & Administration Controller

Age 30-40

£20,000 + car

OMRON

New Malden, Surrey

Omron Terminals (UK) Ltd is a fully owned subsidiary of Omron Tateisi Electronics Company of Japan, one of Japan's top 50 companies with a turnover in excess of \$1,000 million. Omron manufactures and markets a range of electronic control products from components and mechanisms to total Banking systems, cash registers and POS terminals, traffic and passenger systems and medical products.

Omron Terminals is the only UK subsidiary and specialises in marketing cash registers and POS systems, and is just starting to introduce credit and EPOS terminals with their related communication systems. The company has been established since 1980 and has a current turnover of over £5 million.

Reporting to the Managing Director, you will be expected to play a key role in the management team, and your responsibility will be for a department which controls all accounting and administration, including preparation of budgets, cash flow forecasts, management of the computer systems and the development of improved information, management of stock, management of sales office and the buying function.

Candidates must be qualified accountants in the age range 30-40 with sound post qualification experience including a knowledge of computers.

The salary includes an annual bonus around one month's salary. There are attractive fringe benefits including a car.

Please send a comprehensive career résumé, including salary history and day-time telephone number quoting ref: 2311 to W.L. Tait, Executive Selection Division.

Touche Ross
The Business Partners

Hill House 1 Little New Street London EC4A 3TR Tel: 01-353 8011

CORPORATE TREASURY CONSULTANTS

London

Up to £30,000 + Car

We are looking for suitably qualified staff to join the growing corporate treasury consulting group within our management consultancy. The work entails advising our industrial and commercial clients on a wide range of treasury matters including domestic and international cash management, foreign exchange policy, financing arrangements, bank relationships and treasury systems. The work is varied and challenging and long term prospects with the firm are excellent.

Applicants should have a degree or professional qualification and must have spent several years working in corporate treasury.

Please send a comprehensive career résumé, including salary history and day-time telephone number, quoting ref: 2312 to M.R.Hurton.

Touche Ross
The Business Partners

Hill House 1 Little New Street London EC4A 3TR Tel: 01-353 8011

Recruitment Consultants

Personnel Resources is a leading financial recruitment consultancy with over 20 staff. We are expanding rapidly, having more than doubled our fee income in the last two years, and have very ambitious plans for the future which include going to the USA.

We now seek experienced consultants to join our Financial division specialising in positions for qualified Accountants in Industry and Commerce. Our success is based on professionalism and a very high level of service. We offer a young, lively team environment with first class back up and training, where ideas are encouraged and initiative rewarded.

Applicants, aged 24-30, should be graduates with at least twelve months recruitment experience, preferably in the accountancy sector, who can demonstrate a successful track record and the potential to move into a management position in the future.

Our benefits package is probably the best in the industry and includes a high basic salary, generous personal bonus scheme, group profit share, BUPA, company pension, life assurance and for senior consultants a company car.

For an informal discussion, in strict confidence, call Jeremy Alderwick, Director, on 01-242 6321 or 01-681 8272 (even) or write to:

Personnel Resources

76 GRAYS INN ROAD, WC1X 8US 01-242 6321

BANKING

We are currently handling the following vacancies for two major American Banks:

COST ACCOUNTANT

c£22,000 + MORTGAGE

This challenging opening has recently been created for a qualified ACMA aged 25-35. Attached to the marketing and technology services division, you will play an active part in the strategy, pricing and research of the electronic banking facilities. The position would suit a dynamic individual, preferably, though not essentially, with some post qualification experience. If you feel you could make a significant contribution to the success of this exciting new venture, then contact us immediately.

YOUNG ACCOUNTANT

£20,000 PACKAGE

A graduate ACA with 1-2 years experience is needed by the Merchant Banking arm of this prestigious organisation. Liaising between the Financial and Corporate Finance divisions, you will be involved with all aspects of the currency swap business, including profitability analysis and enhancement of procedures and control systems. This is a highly visible role and requires not only first-class technical skills but also exceptional personal qualities. The successful applicant can look forward to outstanding financial rewards and rapid career progression. Please contact Fiona Croft or Ann Cowell, or send your CV to the address below.

ACCOUNTANCY APPOINTMENTS
7 PRINCES STREET W1
01-629 7262

A DIVISION OF
GRADUATE
APPOINTMENTS

CHIEF ACCOUNTANT

Humberstone/Lines

c £16,000 + car + Reloc.

Our client is a highly successful and well-known International company with interests in livestock and related food processing. The company forms part of a substantial UK Group.

The scope of the appointment is wide ranging. The Chief Accountant will play a key role in the management team and accept responsibility for financial accounting information and staff management in this area. The company's growing export turnover will involve the Chief Accountant in export procedures, documentary credits and currency transactions.

Candidates who must be qualified accountants (ACA, ACMA, ACCA) should have experience and a keen interest in the development of computerised systems and possess sound technical skills in preparing statutory accounts and audit liaison.

Apply in the first instance to Brian R. C. Daniels, Managing Director, quoting ref: 85/1636 FT.

Daniels Bates Partnership
PROFESSIONAL RECRUITMENT

Daniels Bates Partnership, Josephs Well, Hanover Walk, Park Lane, Leeds LS3 1AB. Tel: (0532) 461671 (5 lines 24 hours).

Deputy Manager – International Audit

Major Financial Services Group

City of London based

Package c£22,000

With offices throughout the World and a dominant presence in many financial services sectors our client enjoys an enviable international reputation.

An outstanding opportunity has now arisen for a graduate Chartered Accountant aged 27-30 who has already justified promotion within a 'Big 8' firm. Working closely with the Manager you will report to New York and lead small teams on a wide range of tasks that will involve some

attractive international travel and through operational audits and special assignments gain a good introduction to the group's activities.

The package, which can include a company car, will be tailored made to suit the appointed person.

Contact John P. Sleigh FCCA on 01-405 3499 quoting ref: J/287/DF

Lloyd Management

125 High Holborn London WC1V 6QA Selection Consultants 01-405 3499

C. £20,000 MARINE INSURANCE FINANCIAL CONTROLLER

Management Accountant required for the Marine Division of a medium-sized Lloyd's Brokers based in the City. Responsibilities will include: Monthly Management Reports/Funds Management and Credit Control of the division together with that of debt processing systems and control of staff. Age preferably in 30's and previous insurance experience essential. An appropriate accounting qualification will be an advantage. This position will attract good benefits.

Please send your c.v. to: Mr. R. W. B. Morton, HARRIS & DIXON (INSURANCE BROKERS) LIMITED, 21 New Street, Bishopsgate, London, EC3M 4HH.

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The Financial Times has arranged with the Institute of Chartered Accountants to publish a list of those candidates who were successful in the recent Part II examinations. We will be including in this feature "The Newly Qualified's Guide to Recruitment Consultants."

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SECTION II - COMPANIES AND MARKETS

FINANCIAL TIMES

Thursday September 5 1985

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Alusuisse warns of substantial fall in full-year earnings

BY WILLIAM DUFFLORCE IN GENEVA

ALUSUISSE, the Swiss aluminium group, recorded a sales increase of only 2 per cent to SwFr 4.3bn (\$1.95bn) in the first half and expects consolidated net earnings for 1985 as a whole to turn out substantially lower than last year's SwFr 1.6bn.

The group returned to profit last year after three years in the red and the parent company paid a dividend of 1 per cent - its first payout since 1981.

Without giving figures, Alusuisse reported a decline in cash flow for the first six months compared with the first half of 1984, attributing the setback to sliding returns on its main aluminium business and from Marcmont Corporation, the automotive parts company it owns in the U.S.

Turnover in the aluminium division slumped by 3 per cent to SwFr 2.7bn in the first half, the sales decrease is blamed on a rapid decline in prices which started at the beginning of 1984 and came to a tempo-

ary halt only at the beginning of 1985, after stocks of primary metal had been reduced.

Substantial extra costs were incurred when Alusuisse cut output of primary metal in the first half. Its smelters are now working at 81 per cent of rated capacity compared with 85 per cent during the corresponding period of 1984.

Chemicals came out best in the first half with all units managing to increase sales, and turnover for the division as a whole showing an upswing of 15 per cent to SwFr 220m. This growth reflects mainly higher volumes - price increases and improved profit margins being achieved only in exceptional cases.

Alusuisse is banking heavily on expansion in chemicals to reach its stated target of reducing the share of aluminium from its present 82 per cent to no more than half of group turnover by 1990.

It is investing in research and development in graphite and fine chemicals.

Overseas jobs to go in Union Carbide pruning

BY WILLIAM HALL IN NEW YORK

UNION CARBIDE, the beleaguered U.S. chemicals company which announced a massive restructuring last week, said yesterday that it expected to make sizeable cuts in its 47,000 strong overseas workforce in its bid to restore profitability.

The company had announced that it was cutting 4,000 jobs from its domestic salaried workforce, equivalent to a 15 per cent cut in salaried staff, by early 1986. At an analysts' meeting in New York yesterday, Union Carbide officials stressed that the cuts in the North American workforce were the first stage in an overall reduction in the

group's worldwide salaried workforce of just under 50,000 - of which 23,000 are based outside North America.

Mr Warren Anderson, Union Carbide's chairman, refused to quantify the scale of the proposed cutbacks in international staff but noted that a third of the company's sales were generated overseas.

"It is an area where you can get cost reductions," said Mr Anderson, who noted that the company had "knocked out \$23m of overhead" from its European operations during the last 11 months.

Thyssen profits ahead at 9 months

By Our Financial Staff

THYSSEN, the West German steel group, reports higher profits for the nine months ended June 1985, and has reaffirmed its intention to pay a dividend of DM 4 a share.

Group sales rose by 6 per cent to DM 25.2bn (\$9bn) for the nine months with all divisions making a profit. The steel side saw turnover rise to DM 6.42bn from 7.54.

Last year, Thyssen turned in net profits of DM 121m, a dramatic reversal from previous losses of DM 552m. The group has not paid a dividend since 1981-82.

The company said Bhd Co, U.S. subsidiary which in recent years had been a major factor in group losses, was working at full capacity in most of its divisions and expected to make a profit this year after a loss of DM 120m in 1983-84.

Turnover in the special steel division rose 13 per cent to DM 2.5bn, helped by higher prices.

Thyssen's capital goods division raised turnover 5 per cent to DM 7.52bn. For the full year capital goods turnover should match the previous year's figure and again make a profit.

Wessanen up at midway

By Our Financial Staff

WESSANEN, the Dutch foods group, reports increased profits for the first half of 1985 and says earnings for the year as a whole will "well exceed" 1984.

The company, which recently raised funds through a share placing in London, has increased profits after tax but before extraordinary credits to Fl 23m (\$7.1m) from Fl 18.1m a year ago.

Stet plans Italian telecom sale this month

BY JAMES BUXTON IN ROME

STET, the Italian state-owned telecommunications holding company, is going ahead with the privatisation of a substantial minority of its stake in the state telephone utility, SIP, although it has not obtained the agreement of the Government to a formula for regular increases in telephone charges.

Stet is to embark later this month on the sale of part of its 80.5 per cent stake in SIP, and plans eventually to reduce its holding to 51 per cent. Some of the shares will be placed with a London stockbroker.

The whole operation should eventually realise 1,650bn (\$500m), making it the biggest privatisation in Italian history.

The first tranche of 120m shares will be sold later this month. Of these some 70m will be sold to the Italian public underwritten by a consortium of leading banks put to-

gether by Mediobanca, the Milan merchant bank, and Banco di Roma. The remaining 50m shares will be sold through Quiliter Goodison, the London stockbrokers, and placed with City of London and foreign institutions.

Each share will be sold at the current price of L2,700 and will carry a warrant allowing the purchase of one savings share in SIP for L2,700 on three dates up to June, 1987.

In addition some 30m SIP shares will be sold to Mediobanca for its own investment portfolio. Mediobanca will also in due course issue bonds convertible into SIP shares. These are expected to account for the eventual disposal of a further 100m shares.

Stet has put no firm time limit on the operation, but it is expected to be complete within two to three years. The proceeds of the share

sale will mostly be ploughed into SIP, to assist its current heavy investment programme in equipment modernisation, which has a budget of L28,000bn over the 1985-89 period.

SIP, which has 75,000 employees, handles most of Italy's internal telephone traffic. Its fortunes have improved enormously since 1981 when the Government allowed it to make substantial increases in its charges. Before that it had a run of very heavy losses because revenue from charges fell well short of costs. Investments were cancelled.

However, in 1984 its profits again declined - to L1,838m from the 1983 figure of L2,297m - mainly because of renewed delays in the authorisation of increases in charges on which SIP is entirely dependent.

Stet said yesterday that it believed that the placing of a large

block of shares in SIP with the public would encourage the Government to allow telephone charge increases.

This view was echoed by Mr Adriano Cowell of Quiliter Goodison, who said that the placement would give the Italian Government a "moral commitment" to allow SIP to raise its charges. It would also be aware of SIP's need to finance its investment programme. Mr Cowell said SIP would get big gains in efficiency as electronic exchanges came into use.

He said requests from financial institutions for SIP shares was heavy yesterday and that Quiliter Goodison would have to ration supply.

SIP has never been a fully nationalised company. At present some 13 to 14 per cent of its equity is held by the public.

Consafe rescue terms eased

By David Brown in Stockholm

EFFORTS aimed at rescuing Consafe, the financially troubled Swedish offshore services group, took a new turn yesterday with the agreement by Swedyard, the state-owned shipbuilding group which is its major creditor, to waive its insistence on an immediate share issue as a precondition to its SKr 600m (\$71m) rescue package.

However, the six Scandinavian banks which have guaranteed some 20 per cent of Consafe's SKr 3bn debt will be required to provide fresh capital injections of more than SKr 100m.

Negotiations between the banks and Consafe on the terms and conditions of such a package began yesterday.

Meanwhile, Consafe has exhausted its liquidity and is now being kept afloat by Swedyard's agreement to defer loan payment - which amounts to some SKr 1m daily - during the course of negotiations.

"Consafe is having major difficulties carrying on its business with so much uncertainty over its future," a bank official said. "We must find a solution as a matter of days."

Swedyard has guaranteed about 80 per cent of SKr 2.3bn of Consafe's long-term debt. It has agreed to fresh loans and guarantees provided the group sells off a substantial portion of its fleet, much of which was built by Swedyard, in order to concentrate on the operation of offshore accommodation.

The six banks which have guaranteed the remaining 20 per cent of the debt are Skandinaviska Enskilda Banken, Svenska Handelsbanken, Göteborgs Bank, Första Sparbanken, Skaraborgsbanken, and Den norske Creditbank (DnB) of Norway.

Consafe, which is the world's largest owner of offshore accommodation platforms, has been fighting since early July to stave off financial collapse.

United Energy takes heavy legal provision

By Terry Dodsworth in New York

UNITED Energy Resources, the Houston-based gas and pipeline operator, is to take a third of its tax charge of \$131.6m because of legal uncertainties over natural gas contract disputes.

The charge, the equivalent of \$25m on a pre-tax basis, is expected to push the company into "substantial net loss" in 1985, it said. Last year it declared net profits of \$33.6m, or \$1.28 a share, including a \$48m writedown on oil and gas properties.

United Energy's move has been precipitated by its \$1.4bn acquisition by MidCon, an Illinois-based energy company, along with recent unfavourable regulatory rulings.

By taking the charges now, analysts argue that MidCon is guarding against unpleasant surprises after the full merger.

Canadian bank boosts income

BY BERNARD SIMON IN TORONTO

ROYAL BANK of Canada, the country's largest banking group, raised net income of \$129.1m (\$94.6m) or \$1.14 a share in the three months to July 31 from \$103.2m or 93 cents a share a year earlier.

Nine months' earnings rose to \$356.2m from \$343.9m, with earnings per share dropping from \$3.20 to \$3.12 as a result of a 7 per cent increase in the number of shares outstanding.

The bank ascribed the strong

growth to a drop in non-performing loans and "excellent" results from fees and other non-interest income. Interest income declined from \$22.4bn to \$22.2bn.

Higher mortgage and personal lending contributed to a 4.2 per cent increase in assets to \$391.7bn at the end of July. But the bank said that commercial lending business had remained weak.

A sharp improvement in international business boosted total return

so assets to 0.55 per cent from 0.46 per cent. Return on international assets jumped from 0.18 per cent to 0.54 per cent.

Third-quarter loan losses were unchanged from \$368m in the previous three months, but 8 per cent lower than the same period year earlier. Provisions charged to income rose by 11 per cent to \$151m. Non-accrual loans totalled \$2.6bn on July 31, \$220m below the level three months earlier.

Edelman plans Datapoint buyout

BY OUR NEW YORK CORRESPONDENT

MR ASHER EDELMAN, the New York takeover specialist, is proposing to lead a management buyout of Datapoint, the San Antonio office computer manufacturer, in a deal which makes a further reversal of his normal liquidation policies.

The buyout offer comes after speculation over Mr Edelman's strategy at Datapoint. He had made

his name on Wall Street as an adept investor with an eye for undervalued assets, and had taken over and largely split up three companies before the acquisition of the computer group.

Datapoint, however, was purchased earlier this year just as the U.S. computer industry was moving into a severe slump. During his bid

for the group, Mr Edelman had strongly advocated selling or liquidating its assets, but in the face of the market decline he reversed his policy, saying that he intended to run the company and launch "exciting" new products.

His latest move underlines the continuing decline in the company's fortunes.

French utility to refinance \$360m loan

By Peter Montagnon in London

CAISSE Nationale des Telecommunications de France has launched a \$360m, 10-year loan facility in the Euromarkets to refinance an earlier deal arranged in 1979 on much cheaper terms.

Led by Morgan Guaranty, Bank of Tokyo International, Midland and Societe Generale, the deal is designed to attract U.S. banks, some of which have been lukewarm about loan facilities bearing low fees and margins.

Following an example set earlier this year by Sweden with a \$1.6bn refinancing deal, the facility includes an option for banks to provide funds at a margin over the U.S. domestic rate for certificates of deposit.

The commitment fee on the new deal is 64 basis points compared with a 1/4 per cent fee on the previous deal which was due to mature in 1988.

The deal allows CNT to raise funds through the issue of short term Eurobonds, bank advances or other instruments such as U.S. commercial paper. Such borrowing is backed up by a standby credit priced at a margin either over eurocurrency rates or over U.S. CDs.

EUROBONDS

A\$ issues flood Euromarket

BY MAGGIE URRY IN LONDON

WHILE the Eurodollar bond market was in better shape yesterday, encouraged by the firmness of the New York bond market, the Australian dollar Eurobond market continued to suffer an unrelenting supply of new paper.

Morgan Guaranty took advantage of the improved Eurodollar sector by launching two deals. The larger, of \$100m, was for Amov, the Dutch insurance company, and met a good response. The terms were set at a 10 1/2 per cent coupon and a 9 1/2 per cent price for the seven-year bonds, giving a cost to the borrower around 50 basis points over the U.S. Treasury yield curve taking in fees of 1 1/2 per cent. The bonds are non-callable and Pierson Holdings and Pierson is joint lead manager with Morgan Guaranty. The bonds were trading within the fees.

The other issue was a \$50m seven year deal for Mitsubishi Estate, the property group, which pays a 10 1/2 per cent coupon and is issued at 101 1/2. Fees total 1 1/2 per cent and much of the paper is expected to be sold in Japan.

Holders of Standard Chartered's \$300m floating rate note have agreed to accept the exchange offer arranged by Credit Suisse First

Boston to convert the issue into primary capital. The noteholders will receive a 70 basis point payment along with the next coupon on November 7, in return for taking slightly lower place in the creditor rankings. The bonds were trading around 100.72 yesterday.

Two more Australian dollar issues were launched, bringing the total to four so far this week raising a total of \$519.5m. Midland International Australia issued a \$500m three year deal paying a 13 1/2 per cent coupon and priced at 100 1/2. Lead manager is Samuel Montagu.

Midland launched a \$500m issue at the end of June, which has since traded above par. But the excess of paper in the sector means that issues are moving slower than ever, and with many traders' books overfull with paper Montagu received some declines in forming the group. The bonds were quoted at 98 1/2 bid, a discount outside the 1 1/2 per cent fees.

Morgan Stanley varied the diet by launching a \$445m issue for Privatbanken of Denmark which pays a higher, 14 per cent coupon but has a two-year average life with final maturity in 1988. The issue price is 100 1/4 and one-third of the issue will

be repaid each year at par. Syndicate managers believed that the average life helped to work a swap transaction. Fees total 1 1/2 per cent.

In the sterling market Morgan Grenfell fixed the terms for Bank of Greece's £75m bulldog issue at a 9 1/4 per cent issue price and a 10 1/2 per cent coupon to give a yield of 11.827 per cent. The bond matures in 2010. Dealings start today in £30 paid form with traders expecting the bonds to open at a small discount. Brokers to the issue are Hoare Gove and Pender and Boyle.

The World Bank launched a ¥100bn 10-year Samurai issue, equal to the largest deal in this market. The terms were set at a 6.4 per cent coupon and 99.85 issue price by Nomura Securities.

D-Mark bonds recovered part of an early 1/4 point fall yesterday to show losses of 4 points on the day. Traders report a consolidation following the recent rise and some nervousness over the currency.

Deutsche Bank postponed an expected DM 150m issue for the National Bank of Hungary traded around 97 compared to the par issue price, well outside the 2 1/2 per cent fees.

In the Swiss franc foreign bond market Chase Manhattan (Swiss) announced a SwFr 50m private placement for SNCR, the Belgian railway system. This has a seven-year life and a 5 1/2 per cent coupon with par issue price.

UBS set a 5 1/2 per cent coupon for a SwFr 50m issue for Tokyo Car which is guaranteed by Kyowa Bank and has a five-year life. SBC indicated a 1 1/4 per cent coupon for a SwFr 50m convertible for Tobu Railway which matures in March 1991, while Credit Suisse cut the coupon for Daido Oxygen's SwFr 40m issue with equity warrants from the indicated 3 1/4 per cent to 2 1/4 per cent.

In the secondary market prices were mixed with volume low. The SwFr 100m issue for Metropolis of Tokyo started trading yesterday, closing at 99 1/4 compared to the par issue price. It carries a 5 1/2 per cent coupon.

● Hong Kong's Mass Transit Authority is arranging a HK\$700m 10-year issue with a 9 1/2 per cent coupon - through Morgan Guaranty, Chase Manhattan (Asia) and the Hongkong Bank group. Holders will be able to exchange the bonds for a one year issue paying 7 1/2 per cent, but cannot then convert back.

BNF Bank bond average

Sept 4	Previous
105.150	105.195
High	Low
105.417	99.840



Bank of Greece

(Incorporated with limited liability under the laws of the Hellenic Republic)

Placing on a yield basis of

£75,000,000 Loan Stock 2010

The Issue Yield (as defined in, and calculated in accordance with, the terms of the Placing Memorandum published on 3 September 1985) on the above Stock will be 11.827 per cent.

Pursuant to the provisions of the above-mentioned Placing Memorandum, the Stock will, on issue, bear interest at the rate of 10 1/2 per cent, per annum, payable half yearly on 6 March and 6 September. The issue price will be £91.443 per cent. The first Coupon, payable on 6 March 1986, will amount to £2.6998 per £100 nominal amount of Stock.

Morgan Grenfell & Co. Limited
on behalf of
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5 September, 1985

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INTL. COMPANIES & FINANCE

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4th September, 1985



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Mitsui Finance International Limited
Swiss Bank Corporation International Limited
Yamaichi International (Europe) Limited

First-half upsurge at Bell Resources

By Michael Thompson-Noel in Sydney

BELL RESOURCES, the fast-growing offshoot of Mr Robert Holmes & Court's Bell Group of Perth, has reported a surge in net profits for the first six months of the year, from A\$2.5m to A\$4.7m (US\$2.4m). It is to seek a two-for-one share split and a listing on the London Stock Exchange.

The company said yesterday that its recent issue of 10.5 per cent convertible preference shares, at A\$8.50 a share, has been oversubscribed, raising A\$22.5m and boosting shareholders' funds to A\$70m plus.

In the past two years Mr Holmes & Court has masterminded a determined drive into natural resources.

Sales revenue in the first half of the year almost tripled to A\$121m, including A\$18.2m from Bass Strait Oil, A\$54.2m from the company's share in two major Queensland coal consortia and A\$48.6m from investments.

Net investment income was A\$22m. Mr Holmes & Court has established strategic stakes in Broken Hill Proprietary, Australia's largest company, and a 12 per cent interest, recently increased from 8.9 per cent, in Asarco of the U.S., which controls the Queensland-based NIM Holdings.

The interim dividend is unchanged at 15 cents a share. First-half earnings rose from 18.9 cents a share to 67 cents.

Woodside Petroleum, the operator of Western Australia's massive North West Shelf natural gas project, saw a fall in half-year net profit from A\$2.7m to A\$200,000. It said that unrealised potential exchange losses on loans had risen to about A\$480m but that they would be offset by increased sales revenue in that sales were denominated in U.S. dollars.

Michelin to raise FF1 1bn by rights with warrants

BY PAUL BETTS IN PARIS

MICHELIN, the French tyre group, is raising FF1 1bn (\$114.6m) through a rights issue using a novel mechanism for the French financial markets.

The rights issue, announced earlier this year, is to be a one-for-four at FF1,000 a share. Additionally, it will grant shareholders free warrants to subscribe to further new shares.

The rights, the first by Michelin for 15 years, follows the company's recent return to the black with a FF1,400m profit in the first half of this year compared with a loss of FF1,300m.

The warrant element of the share issue consists of a free warrant for every new share bought entitling subscription to a new share at FF1,400 between January 1986 and the end of 1989. Michelin shares have been trading at around FF1,200 on the Paris bourse this week.

The faster than expected recovery in Michelin's financial performance this year prompted the company to return to the equity market. M. Chabid-Nourai, Michelin's financial director, said that Michelin wanted to be able to give the market tangible signs of its recovery before raising fresh equity.

According to Paribas, which is handling the issue, profits for Michelin in the second half of this year should be similar to the FF1,400m of the first half. Michelin group earnings are expected by Paribas to amount to between FF1,800m and FF1,1bn for the full year.

The company is now beginning to reap the fruits of its large-scale restructuring, and the latest capital operations are designed to strengthen the company's equity base and balance sheet.

The group's net debt of about FF1,300m is still three times the level of shareholders' funds.

First Pacific buys troubled bank

BY SAMUEL SENOREN IN MANILA

THE financially-troubled First Philippine Holdings Corporation has sold First Philippine Capital Corporation, its merchant banking subsidiary, to First Pacific Holdings of Hong Kong and a local pension fund for about 75m pesos (roughly \$4m).

First Pacific acquired a 28 per cent stake in the company for about \$1m with the pension fund buying the remaining 72 per cent.

The merchant bank, renamed First Pacific Capital Corporation following the acquisition last month, was the latest among First Philippine Holdings' interests to be sold to pay its debts. Last year, FPH reported a loss of 47m pesos on revenues of 159m pesos.

A few months ago, FPH sold its 25 per cent interest in Philippine Petroleum Corporation for just over 200m pesos. Last month, it tried to sell its 51 per cent interest in to Asia of Sweden but the deal fell through. The company, whose minority owner is General Electric of the U.S., manufactures transformers.

Philippine Electric's creditor banks, which have an exposure of about 300m pesos, are asking the Securities and Exchange Commission to place the company under receivership.

At end-February 1985, the company reported total assets of 411m pesos and liabilities of 330m pesos.

Global parts system for Nissan

BY NICK GARNETT IN TOKYO

NISSAN MOTOR, the world's fourth largest manufacturer of vehicles, said yesterday that it intended to step up production of components that would be complementary among its plants around the world.

Mr Yutaka Kume, who took over as Nissan's president in June, said that increasing competition between manufacturers would force the company to follow the lead established by General Motors and Ford.

Mr Kume also said Nissan was keen to begin producing cars at its Motor Iberica van and light truck subsidiary in Spain, and that it wanted to expand output at its car plant in northern England beyond the 100,000 a year present target.

Nissan has 24 manufacturing or assembly sites in 21 countries. Mr Kume said no new plants overseas were under consideration at the moment and there were no tie-up agreements with other motor manufacturers under negotiation.

However, if opportunities arose in these areas Nissan would give them "positive thought," he said.

Mr Kume gave an indication of when Nissan would like to begin car output, but said the first priority in Spain was to consolidate and improve production of Motor Iberica's current vehicle range.

Nissan owns 84 per cent of Motor Iberica, the products of which include the four-wheel drive Patrol and the Vanette. The Spanish plant produced 29,000 vehicles last year with the Vanette, introduced in January, expected this year to add 6,400 units to the total.

David White in Madrid writes: Nissan has expressed its desire before to make saloon cars in Spain, but has failed to elicit a sympathetic response from the Madrid authorities. Its agreement over Motor Iberica, the Barcelona-based company which it first bought into five years ago, excluded introducing vehicles that would compete with the country's existing car manufacturers. Spain's six car producers currently have an excess capacity of about 400,000 vehicles a year.

Motor Iberica, which is making Nissan four-wheel drive vehicles and light vans for the European market, submitted a project six months ago to install a production line for large saloons based on the Nissan Prairie.

A senior company executive said yesterday that no reply had been received from the Spanish industry ministry.

Mitsubishi Metal looks to Norway

MITSUBISHI METAL Corporation, has started a feasibility study on joint production of sponge titanium in Europe with Norsk Hydro, Kyoto reports from Tokyo.

Mitsubishi said it wishes to combine its refining technique with the Norwegian company's highly purified magnesium, taking advantage of cheap European electricity, to produce competitive sponge titanium, a semi-processed titanium product.

INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT

\$250,000,000

U.S. Dollar Floating Rate Notes Due February 1994

For the interest period 30th August 1985 to 29th November 1985 the Notes will carry an interest rate of 7.55% per annum with a coupon amount of \$190.85 per \$10,000 Note, payable on 29th November 1985.

Bankers Trust Company, London
Fiscal Agent

EUROFIMA Société européenne pour le financement de matériel ferroviaire

(EUROFIMA)

NOTICE

to the holders of

10,000,000,000 Japanese Yen EUROFIMA 8 1/4% Japanese Yen Bonds of 1980, due November 1, 1988 (the "Bonds")

EARLY REDEMPTION ON 1ST NOVEMBER, 1985 of all the Bonds by EUROFIMA

NOTICE IS HEREBY GIVEN to the holders of the Bonds (the "Bondholders") that, in accordance with conditions of bonds endorsed on the Bonds (the "Conditions"), EUROFIMA will on 1st November, 1985 (the "redemption date") redeem all of the Bonds then outstanding at 101 per cent of their principal amount together with interest accrued to such date (being an aggregate of Yen 548,750 for each Bond of Yen 500,000). Payments of principal, premium and accrued interest will be made on and after the redemption date in the manner provided in the Conditions against surrender of Bonds and Coupons No. 3 due on 1st November, 1985 and all subsequent Coupons superannuating thereon at the specified office of any of the Paying Agents listed below. Failure to surrender any such subsequent Coupon(s) will result in the amount of such Coupon(s) being deducted from the sum due for payment on the redemption date. The attention of the Bondholders is drawn to the Conditions and in particular to Condition 4 which contains further details regarding redemption.

FISCAL AGENT AND PRINCIPAL PAYING AGENT

The Bank of Tokyo, Ltd.,
6-3, Nihombashi Hongokuchu,
1-chome, Chuo-ku,
Tokyo.

ADDITIONAL PAYING AGENTS

The Bank of Tokyo, Ltd.,
London Office,
Northgate House,
20/24 Moorgate,
London, E.C.2.

Kreditbank S.A. Luxembourg, 48, Boulevard Royal,
Luxembourg.

The Bank of Tokyo, Ltd.,
Paris Office,
4-8, rue Saint-Antoine 75001,
Paris.

EUROFIMA
by The Bank of Tokyo, Ltd. as Fiscal Agent

Dated September 5, 1985.

AEGON. 1985 FIRST-HALF: PROMISING 15% INCREASE IN EARNINGS

Now firmly into its second full year AEGON is reflecting the strength promised by its formation.

Group revenues and earnings in the first half of 1985 have outpaced the growth shown in the same period in 1984. The increase in revenues is by 12% to Dfl. 4.7 billion (US\$ 1.3 billion). Net earnings rose by 15% to Dfl. 151.8 million (US\$ 42.3 million).

There is a corresponding increase in the earnings per Dfl. 5.00 ordinary share, based on the weighted average number outstanding. This rose from Dfl. 4.45 in 1984 to Dfl. 4.93 (US\$ 1.37).

The increased revenues, which were largely due to the continued rapid expansion of the Group's activities in the United States, resulted in a rise in premium income of 11% and an increase in investment income of close to 14%.

In the USA Group Life and Accident and Health premiums rose by nearly 19%. This was mainly due to a substantial increase in the sales of annuity premiums.

Shareholders' equity rose from the 1984 figure by nearly 22% to Dfl. 2.9 billion (US\$ 841 million). This was mainly a result of the issue of 2.3 million ordinary shares in the United States.

Together, Life insurance and Accident and Health insurance account for 80% of AEGON's revenues. These major sectors for AEGON remain robust both in the Netherlands and abroad and continue to expand their contribution to earnings.

These positive results for the first half of 1985 justify confident expectation of further growth in earnings per share for 1985.

AEGON Insurance Group - International growth from Dutch roots

To: Public Relations Department, AEGON Insurance Group,
PO Box 202, Churchillplein 1, 2501 CE The Hague, The Netherlands.
Please send me a copy of the 1985 Half-Year Results ☐
the 1984 Annual Report ☐

Name _____
Address _____

AEGON
Insurance Group

INTERNATIONAL COMPANIES & FINANCE

Hitachi cuts semiconductor budget

BY OUR FINANCIAL STAFF

HITACHI, the Japanese electronics company, is to cut capital spending on semiconductor production facilities in fiscal year 1985, and to suspend production of 64K dynamic random access memory chips in the U.S.

The decision reflects slow demand for semiconductors in Japan as well as in the U.S. and other countries because of sluggish per-

sonal computer sales. The company expects a five to 10 per cent decline in total semiconductor sales in Japan in calendar 1985 and a 20 to 30 per cent decline in the size of the U.S. semiconductor market.

Hitachi had originally planned to spend ¥130bn (\$548m) on semiconductor production facilities, an unchanged figure from fiscal 1984. It

Hitachi expects fiscal 1985 semiconductor production to drop about 20 per cent from fiscal 1984 to ¥430bn.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. The following are closing prices for September 4.

U.S. DOLLAR	Issued	Size	Other	Day	Week	Yield
STRAIGHTS						
Amstar Credit 10% 90	100	101	102	0	0	10.25
Amstar Credit 12% 90	100	101	102	0	0	10.25
Amstar Credit 14% 90	100	101	102	0	0	10.25
Amstar Credit 16% 90	100	101	102	0	0	10.25
Amstar Credit 18% 90	100	101	102	0	0	10.25
Amstar Credit 20% 90	100	101	102	0	0	10.25
Amstar Credit 22% 90	100	101	102	0	0	10.25
Amstar Credit 24% 90	100	101	102	0	0	10.25
Amstar Credit 26% 90	100	101	102	0	0	10.25
Amstar Credit 28% 90	100	101	102	0	0	10.25
Amstar Credit 30% 90	100	101	102	0	0	10.25
Amstar Credit 32% 90	100	101	102	0	0	10.25
Amstar Credit 34% 90	100	101	102	0	0	10.25
Amstar Credit 36% 90	100	101	102	0	0	10.25
Amstar Credit 38% 90	100	101	102	0	0	10.25
Amstar Credit 40% 90	100	101	102	0	0	10.25
Amstar Credit 42% 90	100	101	102	0	0	10.25
Amstar Credit 44% 90	100	101	102	0	0	10.25
Amstar Credit 46% 90	100	101	102	0	0	10.25
Amstar Credit 48% 90	100	101	102	0	0	10.25
Amstar Credit 50% 90	100	101	102	0	0	10.25
Amstar Credit 52% 90	100	101	102	0	0	10.25
Amstar Credit 54% 90	100	101	102	0	0	10.25
Amstar Credit 56% 90	100	101	102	0	0	10.25
Amstar Credit 58% 90	100	101	102	0	0	10.25
Amstar Credit 60% 90	100	101	102	0	0	10.25
Amstar Credit 62% 90	100	101	102	0	0	10.25
Amstar Credit 64% 90	100	101	102	0	0	10.25
Amstar Credit 66% 90	100	101	102	0	0	10.25
Amstar Credit 68% 90	100	101	102	0	0	10.25
Amstar Credit 70% 90	100	101	102	0	0	10.25
Amstar Credit 72% 90	100	101	102	0	0	10.25
Amstar Credit 74% 90	100	101	102	0	0	10.25
Amstar Credit 76% 90	100	101	102	0	0	10.25
Amstar Credit 78% 90	100	101	102	0	0	10.25
Amstar Credit 80% 90	100	101	102	0	0	10.25
Amstar Credit 82% 90	100	101	102	0	0	10.25
Amstar Credit 84% 90	100	101	102	0	0	10.25
Amstar Credit 86% 90	100	101	102	0	0	10.25
Amstar Credit 88% 90	100	101	102	0	0	10.25
Amstar Credit 90% 90	100	101	102	0	0	10.25
Amstar Credit 92% 90	100	101	102	0	0	10.25
Amstar Credit 94% 90	100	101	102	0	0	10.25
Amstar Credit 96% 90	100	101	102	0	0	10.25
Amstar Credit 98% 90	100	101	102	0	0	10.25
Amstar Credit 100% 90	100	101	102	0	0	10.25
Amstar Credit 102% 90	100	101	102	0	0	10.25
Amstar Credit 104% 90	100	101	102	0	0	10.25
Amstar Credit 106% 90	100	101	102	0	0	10.25
Amstar Credit 108% 90	100	101	102	0	0	10.25
Amstar Credit 110% 90	100	101	102	0	0	10.25
Amstar Credit 112% 90	100	101	102	0	0	10.25
Amstar Credit 114% 90	100	101	102	0	0	10.25
Amstar Credit 116% 90	100	101	102	0	0	10.25
Amstar Credit 118% 90	100	101	102	0	0	10.25
Amstar Credit 120% 90	100	101	102	0	0	10.25
Amstar Credit 122% 90	100	101	102	0	0	10.25
Amstar Credit 124% 90	100	101	102	0	0	10.25
Amstar Credit 126% 90	100	101	102	0	0	10.25
Amstar Credit 128% 90	100	101	102	0	0	10.25
Amstar Credit 130% 90	100	101	102	0	0	10.25
Amstar Credit 132% 90	100	101	102	0	0	10.25
Amstar Credit 134% 90	100	101	102	0	0	10.25
Amstar Credit 136% 90	100	101	102	0	0	10.25
Amstar Credit 138% 90	100	101	102	0	0	10.25
Amstar Credit 140% 90	100	101	102	0	0	10.25
Amstar Credit 142% 90	100	101	102	0	0	10.25
Amstar Credit 144% 90	100	101	102	0	0	10.25
Amstar Credit 146% 90	100	101	102	0	0	10.25
Amstar Credit 148% 90	100	101	102	0	0	10.25
Amstar Credit 150% 90	100	101	102	0	0	10.25
Amstar Credit 152% 90	100	101	102	0	0	10.25
Amstar Credit 154% 90	100	101	102	0	0	10.25
Amstar Credit 156% 90	100	101	102	0	0	10.25
Amstar Credit 158% 90	100	101	102	0	0	10.25
Amstar Credit 160% 90	100	101	102	0	0	10.25
Amstar Credit 162% 90	100	101	102	0	0	10.25
Amstar Credit 164% 90	100	101	102	0	0	10.25
Amstar Credit 166% 90	100	101	102	0	0	10.25
Amstar Credit 168% 90	100	101	102	0	0	10.25
Amstar Credit 170% 90	100	101	102	0	0	10.25
Amstar Credit 172% 90	100	101	102	0	0	10.25
Amstar Credit 174% 90	100	101	102	0	0	10.25
Amstar Credit 176% 90	100	101	102	0	0	10.25
Amstar Credit 178% 90	100	101	102	0	0	10.25
Amstar Credit 180% 90	100	101	102	0	0	10.25
Amstar Credit 182% 90	100	101	102	0	0	10.25
Amstar Credit 184% 90	100	101	102	0	0	10.25
Amstar Credit 186% 90	100	101	102	0	0	10.25
Amstar Credit 188% 90	100	101	102	0	0	10.25
Amstar Credit 190% 90	100	101	102	0	0	10.25
Amstar Credit 192% 90	100	101	102	0	0	10.25
Amstar Credit 194% 90	100	101	102	0	0	10.25
Amstar Credit 196% 90	100	101	102	0	0	10.25
Amstar Credit 198% 90	100	101	102	0	0	10.25
Amstar Credit 200% 90	100	101	102	0	0	10.25

Brascan sells out of paper goods concern

BY BERNARD SIMON IN TORONTO

BRASCAN, the Toronto-based holding company controlled by members of the Brumfield family, has sold Scott Paper its 25 per cent stake in the company for C\$740m (\$540m) as reported in some later editions yesterday.

Earlier indications had been that Brascan intended to increase its investment in the Philadelphia paper-maker and distributor.

Brascan said that it was selling its interest in Scott Paper, acquired in 1981, "because the price received represented good value." It said the sale gave it an opportunity to reduce its exposure to forest products while increasing its financial services and consumer products businesses.

The sale price consists of C\$350m in cash and C\$390m in five-year floating-rate senior debentures equal to C\$45 a share. Brascan has also received 4m share purchase warrants, giving it a one-third participation in any rise in Scott Paper shares above C\$45 over the next seven years.

Brascan's balance sheet has come under pressure lately as a result of its 40 per cent interest held through Brascan Resources in Noranda, the loss-making mining and natural resource company.

Brascan's net income fell by 15 per cent to C\$40.5m in the half year.

to June 30, largely reflecting Noranda's loss of 34 cents a share. Long-term debt rose to C\$679m on June 30 from C\$742m a year earlier. Brascan estimated that the sale of the Scott Paper shares would realise a pre-tax gain of C\$17m.

Alfred Bunting and Company, a Toronto securities firm, estimates that Brascan has an annual cash deficit of between C\$80-C\$90m. One analyst said: "We have had a lot of concerns about Brascan as an investment."

Brascan has assets of C\$3.9bn. Its other interests include a 37 per cent stake in John Labatt, one of Canada's leading food and brewing companies, and sizeable holdings in a number of financial institutions, including Royal Trust and the London Life Insurance Group.

Mr Philip Lippincott, Scott Paper's chief executive, who has been masterminding the group's profit recovery, said the transaction had been restructured carefully and objectively.

All the company's non-Brascan shareholders would benefit from the deal through the reduction in the number of shares to 35.2m. On a pro-forma basis, assuming the transaction had occurred at the beginning of this year, Scott Paper's first-half earnings per share would have been increased from \$1.71 to \$2.25.

Limoges set to raise C\$1.5m

BY OUR FINANCIAL STAFF

LIMOGES Porcelaine, the French fine china group, plans to raise C\$1.5m (U.S.\$1.06m) through an issue of shares on the Vancouver stock market.

The company, which clawed its way back to profit last year, is to issue 1.5m shares - some 18 per cent of its increased capital at C\$1.00 a share to investors in Europe and North America.

Against losses of Ffr 1.7m in 1983, the company made a net profit of Ffr 300,000 last year. It expects to move up to profits of Ffr 2m for 1985 and achieve equally rapid growth thereafter.

L.P.'s newly acquired management team expect 1985 sales of Ffr 35m to expand more than tenfold by 1990.

Special gains increase

Litton result

By Terry Dodsworth in New York

LITTON Industries, the California-based conglomerate, suffered a 4.5 per cent decline in net profits in the fiscal year to July, although income rose by almost 8 per cent after accounting for extraordinary gains in the 1984 year.

Earnings amounted to \$208m, or \$7.27 a share, in 1985, compared with \$313m, or \$7.32 a share in the previous year, while sales fell to \$4,595m from \$4,801m. But in 1984, the company took extraordinary profits of \$36m from discontinued operations, and without this figure earnings came to only \$277m.

In the fourth quarter, net profits amounted to \$78m, or \$2.06 a share, against \$74m, or \$1.73 a share, while sales rose to \$1,124m from \$1,156m.

Mr Fred O'Green, company chairman, said that the group's major business segments all recorded higher sales and operating profits in the 1985 fiscal year. Litton was still focusing its strategic plan on the growth of its electronic technology businesses, and had invested \$500m since 1983 in new operations while selling operations with combined annual sales of \$1bn.

Weekly net asset value

Tokyo Pacific Holdings (Seaboard) N.V.

on 3rd Sept. 1985 U.S. \$87.91

Listed on the Amsterdam Stock Exchange

Information: Plesson, Helderling & Plesson N.V., Herengracht 214, 1016 BS Amsterdam.

1985 INTERIM RESULTS

Swire Pacific Limited

Consolidated results for the six months ended 30th June 1985 and 1985 interim dividends

Results: Swire Pacific Limited's attributable profit for the first half of 1985 was HK\$515.9 million, which represented an increase of 23% over that of the equivalent period in 1984. The unaudited consolidated results for the six months ended 30th June 1985 were:

	Six months ended 30th June 1985 HK\$m	Six months ended 30th June 1984 HK\$m	Year ended 31st December 1984 HK\$m
Turnover	6,595.9	5,703.3	11,996.8
Operating profit	850.4	818.3	1,730.4
Net interest income (charges)	(8.4)	(8.4)	(13.9)
Net operating profit	857.7	812.9	1,706.5
Share of profits less losses of associated companies	31.2	22.5	58.9
Profit before taxation	888.9	835.4	1,765.4
Taxation	164.4	153.9	300.5
Profit after taxation	724.5	681.5	1,464.9
Minority interests	108.8	204.1	415.7
Profit attributable to shareholders	615.9	477.4	1,049.2

Earnings per share: 'A' shares 28.8p, 'B' shares 25.2p

Interim dividends: The directors of Swire Pacific Limited have today declared interim dividends for 1985 of 44.0c per 'A' share and 8.8c per 'B' share.

	1985	1984	Total
Dividends per share:			
'A' shares	44.0c	39.0c	87.0c
'B' shares	8.8c	7.8c	17.4c

The interim dividends are payable on 1st November 1985 to shareholders on the register at the close of business on 27th September 1985; the share registers will be closed from 16th September 1985 to 27th September 1985, both dates inclusive.

In accordance with Article 136(a) of the Company's Articles of Association, the directors have resolved that the interim dividend will be paid partly in the form of an issue of additional shares by way of scrip dividends and partly by minimum cash dividends of 1.0c per 'A' share and 0.2c per 'B' share, the minimum cash dividends being paid in order to ensure that the shares of the Company continue to be Authorized Investments for the purposes of the Trustee Ordinance of Hong Kong; but that shareholders will be given the option of receiving their interim dividends in cash in place of part or all of such scrip dividends. Full details of the scrip dividend procedure will be given in a circular which will accompany the complete interim report to be sent to shareholders on 9th September 1985.

Prospects: The results of the Swire Pacific Group for the second half of 1985 are expected to be maintained at satisfactory levels and in particular the operating profits of Cathay Pacific Airways should be higher than those of the first half-year. The property and industries divisions should continue to perform strongly during the remainder of the year; levels of activity in trading and offshore services are expected to remain relatively depressed.

With a broad spread of activities, prospects for the Group as a whole for the full year are good and it is expected that the final dividend to be recommended will be at least double the interim dividend.

H.M.P. Miles
Chairman

Hong Kong, 30th August, 1985



Swire Pacific Limited
The Swire Group
Swire House, Hong Kong.

AIBD BOND INDICES

WEEKLY EUROBOOND GUIDE AUGUST 30 1985

	Redemption Yield	Change on Week	12 Months High	12 Months Low
US Dollar	10.62%	-0.67%	12.96%	10.43%
Canadian Dollar	11.54%	-1.31%	13.57%	11.52%
Eurodollar	6.31%	-1.00%	7.87%	6.29%
Euro Currency Unit	9.18%	-0.49%	11.30%	9.16%
Sterling	11.02%	-0.09%	11.75%	10.89%
Deutsche Mark	6.87%	-0.26%	8.05%	6.87%

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Banque Paribas (London)
Grindlays Bank plc
Commerzbank Aktiengesellschaft

Citib

UK COMPANY NEWS

Wheway to acquire Edge in £1.6m deal

By Charles Batchelor

Wheway Watson Holdings, a West Midlands chainmaker, engineer and forger, is paying £1.6m for Arthur Edge, the drop forger subsidiary of McLeod Russell, a holding company with plant, manufacturing and property interests.

It will finance the purchase by the issue of 11.3m shares, equivalent to 28.5 per cent of its enlarged equity, most of which will be disposed of by a vendor placing. McLeod will retain 1.73m shares or 4.35 per cent of Wheway's enlarged equity.

The deal will allow Wheway to expand its engineering and move into scaffold fittings, which account for half of Edge's turnover. Edge's financial resources, including £200,000 for rationalisation and up to £200,000 to integrate Edge.

Edge has increased turnover to about £2m in the 10 months ended July 1985 from £1m in the year ended March 1981. In the same period it moved from operating at a loss of £232,000 to a profit of £132,000. Adjusted net tangible assets at July 31 1985 were £1.57m.

Mr Nigel Ovenshaw, managing director of McLeod, said: "Edge was not a major part of our group. It represented quite a small investment and the sale will release funds to allow us to build up one or two cash-generative niche businesses in the UK."

Wheway's shares rose 3p to 19p yesterday while McLeod fell 3p to 30p.

United moves post-haste with its offer for Fleet

BY CHARLES BATCHELOR

EXACTLY a week after it announced the terms of its £228m takeover bid for Fleet Holdings, publishers of the Daily and Sunday Express, United Newspapers yesterday posted its formal offer document to shareholders.

United, publisher of Punch and the Yorkshire Post, has moved swiftly to implement its offer since gaining Monopolies Commission clearance for a bid on August 21. Bidders are allowed 28 days between announcing terms and posting the offer. United had been waiting for Monopolies' approval since first announcing its intention to bid in March.

United said its offer of 11 shares for every 10 of Fleet with a cash alternative worth 302.5p provided:

• an increase of more than 70 per cent in the capital value of

Fleet's shares compared with the 1984 price of Fleet in January, before United announced it was buying a 15.7 per cent stake in Fleet.

• an exit multiple of 24.5 times Fleet's historic earnings, excluding profits on the disposal of Fleet's Reuters shares;

• a 67 per cent premium over Fleet's most recently published asset value;

• a 187 per cent increase in income; and

• an opportunity to join a broadly based publishing group with strength to tackle Fleet's problems.

Mr David Stevens, United chairman, said: "In our view the considerable growth potential of Fleet cannot be realised under the direction of the present board. The management of United has demonstrated it has both the ability and deter-

mination to succeed where the present board of Fleet has failed."

Fleet responded through its merchant bank, Kleinwort Benson, saying: "United's offer document demonstrates a total lack of understanding of the outstanding growth that Fleet has achieved since the demerger (from Trafalgar House in 1983)."

"It conveniently ignores the fact that Fleet's record of earnings per share growth is far superior to United's. Most of the statements in United's document reflect its naive and glib approach to Fleet's business."

Fleet's shares rose 1p yesterday to 36p while United firmed 3p to 308p. This price values the share offer for each Fleet share at 380p. It values Fleet's entire equity at £288m and the 80 per cent stake which United does not already own at £228m.

Allied Lyons chief says Elders is still buying

By David Goodhart

Allied Lyons, the brewing, wine and food manufacturing group, confirmed yesterday that Elders IXI, the Australian finance to brewing conglomerate, has been increasing its stake in the past few days.

The news gave a fresh fillip to rumours of a consortium bid for Allied led by Elders, supported by Far Eastern interests. Allied's share price, which has risen over 30p in the last two days closed at 267p, up 15p on the day.

Elders has for some time held an approximately 4.8 per cent stake in Allied and some market rumours suggested that had now risen to over 6 per cent.

Sir Derrick Elders-Brown, Allied chairman, stated, however: "According to our register it is clear that Elders are approaching 5 per cent—they have around 4.8 per cent and are still buying according to our latest researches."

Elders is believed to have first acquired a significant stake in Allied a short time before the Bond Corporation launched its successful bid for Castlemead Toobers, in which Allied held a 24.9 per cent stake.

Most analysts considered at the time that Elders was opposed to the bid on competition grounds and would have preferred Allied not to sell its stake.

However, the Australian monopolies authority, the Trade Practices Commission, made it clear to Elders that it should not interfere in the bid and Allied subsequently did sell its stake to Bond for about £150m.

The rumours of a consortium bid for Allied have been refuted by Elders increasing its stake despite the settlement of the Castlemead bid at the end of August. Mr John Elliott, chairman of Elders, who is in London would not comment last night.

However, some analysts believe Elders has been buying Allied simply to raise the price before selling and that Allied has been happy to publicise the increasing stake because it is on the point of making a bid itself.

Mr John Elliott, analyst at Greaveson Grant, said that with Allied Lyons capitalised at several times more than Elders' "the sums don't really add up."

But he did not completely rule out a bid which he said would have to be pitched at about 320p a share.

Murray Growth

The Merchant Navy Officers Pension Fund has declared its offer for Murray Growth Trust's ordinary shares, currently at 100p, and has also increased its offer for the trust's preference shares from 60p cash a share to 100p.

The fund now owns or controls 81.25 per cent of Murray Growth ordinary shares and yesterday declared that offer unconditional as to acceptances. This means that yesterday will be taken as the date for the offer to be unconditional.

Murray's net asset value under the terms of the bid.

However, the offer remains conditional on those for Murray's B ordinary and preference shares also going unconditional.

The fund now owns or controls 80.09 per cent of the B ordinaries and 13.1 per cent of the preference shares.

The ordinary offer remains open until further notice, the B ordinary until September 13 and the preference one until September 20.

The fund said that it would consider whether Murray should continue as a listed investment trust, or be placed in voluntary liquidation, after seeing the level of acceptances and looking at the trust's portfolio in detail.

Astbury

Astbury & Madeley (Holdings), stockbroker and distributor for the engineering and plumbing trades, maker of brass products and printing and paper finishing, has lifted its profit from £708,000 to £891,000 in the first half of 1985.

Current trading continues in line with that, the directors state, and are optimistic that the full year's figure will show a "pleasing improvement" over the £1.5m of 1984.

They are lifting the interim dividend from 1.5p to 1.875p net, and participate raising the final over the 4.5p paid last time should profits be maintained in the current half.

Turnover in the first half showed an increase from £7.45m to £12.53m, of which £3.6m relates to British Fittings (London) and British Fittings (Glasgow), the recent acquisitions. However, profits from that source have been limited in the period due principally to costs arising from reorganisation and computerisation.

There were bank interest charges of £56,000 this time. Tax takes £208,000 (£205,000) to leave the net profit at £523,000 (£575,000) for earnings of 8.44p (5.67p) per share.

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Midsummer in agreement to buy George Bateman

BY CHARLES BATCHELOR

Midsummer Inns, the "real ale" pub chain, has reached agreement in principle to buy George Bateman & Son, a Lincolnshire brewery with 90 pubs throughout the county.

Midsummer's shares, which are traded on the Unlisted Securities Market, were suspended yesterday, at the company's request, at 25p.

Bateman has its Salem Bridge Brewery at Wainfleet, near Skegness. The company made a pre-tax profit of £81,000 in the year ended January 1984.

Midsummer refused to put a value on the proposed deal though Bateman has assets of about £1.5m.

Mr George Bateman, the chairman, has a 40 per cent stake in the company, Mr John Bateman and his family have 40

per cent, while Mr John Bateman's sister, Helen, controls the remaining 20 per cent through a trust.

Midsummer has 22 of its own pub and discotheque outlets throughout the country but has no brewery of its own. It operates free houses, though Whitbread is a big supplier.

Bateman invited offers for the business and apparently selected Midsummer because the company was prepared to keep open the brewery and the pubs, most of which are tenanted.

Midsummer, known until July 1983 as Cairns (Real Ale) Investments, is 70 per cent owned by Swithland Leisure, which acquired control in July 1984. Swithland is owned by Mr Adam Page, Midsummer's chairman, and Mr Paul Rees, another director.

Enterprise lifts Saxon holding to 18.6%

By Frank Kane

Enterprise Oil yesterday announced that it had bought more Saxon Oil shares in the market, to lift its holding in the company, for which it is bidding £121m, to 18.6 per cent.

The purchase of 350,000 shares was made at the offer price of 84p per share.

The announcement was made as it became increasingly apparent that Saxon shareholders who had previously accepted the terms of the Charterhouse Petroleum merger offer had withdrawn those acceptances in considerable numbers.

J. Henry Schroder Wagg, which is advising Saxon, said there had been "heavy withdrawal" but declined to specify the amount. By next Tuesday, the end of the current extension of the merger offer, the exact number of Saxon shareholders who have withdrawn will be known.

DIVIDENDS ANNOUNCED

Company	Current payment	Date	Corresponding payment	Total	Last year
AE Engineering	Nil	Nov 29	Nil	0.86	0.86
Astbury & Madeley Int.	1.60	Dec 31	1.5	6.06	6.06
BICC Int.	3.5	Nov 31	3.5	10.54	10.54
Bund Int.	4.25	Nov 1	3.25	7.5	7.5
Cement-Basalt Int.	1.5	Oct 9	1	2.7	2.7
Clondalkin Int.	3.15	Nov 1	2.87	7	7
Cope Allman Int.	4.3	Jan 3	2.25	7	4.25
CBE Int.	9	Jan 7	8.5	26	26
Hillside Int.	1.2	Jan 4	1	2	2
Keep Trust Int.	1.88	Nov 28	1.88	3.75	3.75
F & O Int.	6	Oct 28	5	14	14
Pacific Sales Int.	2	Nov 6	1.6	3	3
Reapack Int.	1.5	Nov 6	1.5	1.9	1.9
Reapack Int.	2.5	Dec 31	2.25	2.3	2.3
Stewart Plastics Int.	1.8	Oct 28	1.64	2.88	2.88
Sax Alliance Int.	5.75	Jan 6	5.75	15.5	15.5
Wilson (Cosmetics) Int.	1.15	1	1	3	3

Dividends shown in pence per share except where otherwise stated. * Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ US\$ stock. § Unquoted stock. ¶ Irish currency throughout.

Guinness in French deal

BY MARTIN DICKSON

Guinness, the brewing and retailing group, has bought a majority stake in Medard, a leading French chain of gourmet food shops, for about £5m.

The purchase is a small, yet significant expansion of the company's retailing interests outside the UK and follows Guinness's acquisition earlier this year of Richter Bros, an importer of "specialty foods" into the U.S.

Medard, which was founded in 1954 and built up its reputation in the last century by importing exotic fruits, owns 13 retail stores in France and has wide distribution facilities across the country. Its best

known shop is in the Place de la Madeleine, Paris.

Guinness is buying about 80 per cent of the company from the family of M. Philippe Brunon, who heads the management team. The deal has French Government approval.

Mr Ernest Saunders, chief executive of Guinness, described the purchase as an "important strategic move" in the company's "retail business" and said Medard's export opportunities would be strengthened by the association with Guinness.

Guinness last month won its £50m takeover battle for Arthur Bell, the Scotch whisky distiller.

These securities have been sold outside the United States of America and Japan. This announcement appears as a matter of record only.

NEW ISSUE

4th September, 1985

Crédit National

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Crédit Lyonnais

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Merrill Lynch Capital Markets

Morgan Stanley International

Salomon Brothers International Limited

Yamaichi International (Europe) Limited

Banque Bruxelles Lambert S.A.

Banque Nationale de Paris

County Bank Limited

Credit Suisse First Boston Limited

Goldman Sachs International Corp.

Mitsui Trust Bank (Europe) S.A.

The Nikko Securities Co., (Europe) Ltd.

Sumitomo Trust International Limited

Yasuda Trust Europe Limited



Interim Statement

The unaudited estimated results of the Guardian Royal Exchange Group for the six months ended 30th June 1985 are as follows:

	First 6 months 1985	First 6 months 1984	Year 1984*
Investment Income	£m 93.6	£m 90.3	£m 202.7
Less Interest Payable	8.2	7.2	16.0
	85.4	83.1	186.7
Underwriting Results			
Short-term insurance business	(92.2)	(43.9)	(111.2)
Long-term insurance business	7.6	6.9	16.7
	(84.6)	(37.0)	(94.5)
Profit before taxation	0.8	46.1	92.2
Less Taxation	5.6	20.5	34.9
(Loss)/Profit after taxation	(4.8)	25.6	57.3
Less Minority Interests	1.2	1.5	3.0
(Loss)/Profit after taxation attributable to Ordinary shareholders	(6.0)	24.1	54.3
Ordinary Dividend	14.2	13.4	40.9
(Loss)/Profit transferred from/to retained profits	(20.2)	10.7	13.4
Earnings per Ordinary share (after taxation)	(3.8p)	15.3p	34.5p

*Extracted from the Company's Full Accounts for the year 1984 which received an unqualified Auditors' Report and which have been filed with the Registrar of Companies.

Results by Territories

	First 6 months 1985	First 6 months 1984	First 6 months 1984
	Net Premiums	Underwriting Results	Investment Income
Australia	42.9	(4.5)	7.0
Canada	55.6	(8.5)	6.7
Germany	100.7	(4.6)	9.1
Republic of Ireland	15.2	0.5	2.1
South Africa	28.2	(0.8)	2.4
U.K.	239.4	(45.5)	36.0
U.S.A.	97.7	(13.5)	8.1
Miscellaneous	91.8	(15.0)	14.0
	666.5	(92.2)	85.4
	£m	£m	£m
	588.2	(43.9)	83.1

The territorial results are stated after reinsurance protection from group companies including protection under the worldwide stop loss arrangements. The 'Miscellaneous' underwriting result includes this reinsurance in respect of the territories shown opposite:

	First 6 months 1985	First 6 months 1984
Australia	1.96	1.57
Canada	1.78	1.78
Germany	3.97	3.77
Republic of Ireland	1.27	1.23
South Africa	2.56	1.85
U.S.A.	1.31	1.35

Life New Business

	First 6 months 1985	First 6 months 1984
New Sins Assured	£m 2,657.2	£m 2,521.1
New Annuities per annum	69.4	40.9
New Annual Premiums	31.8	29.1
New Single Premiums	101.2	69.5

The Life New Business figures for the first six months 1985 have been adjusted to exclude business in South Africa following the disposal of the group's life business in that territory in 1985.

Guardian Royal Exchange plc acquired the entire issued ordinary share capital of Guardian Royal Exchange Assurance plc on 9th November 1984.

The above results for the first six months 1985, together with those for 1984, reflect the results of the Guardian Royal Exchange Assurance Group for the respective periods.

The effect of exchange rate movements has been to decrease net premiums by £27.7m, investment income by £2.5m and the short-term business underwriting loss by £2.5m.

The Group has experienced poor insurance results in almost every major territory. With the exception of Germany, which has maintained a consistent performance, South Africa and Republic of Ireland which have shown some improvement, all the main operating units have produced greater losses than in the first half of 1984. Natural disasters in Australia and Fiji produced a loss of £3m, with further weather related losses in U.K., Germany and France. The May cyclone which hit the U.S.A. and Canada cost the Group £2.7m. Poor experience in U.K. personal lines and in the U.S.A. continued through the half year and remedial rate increases have been

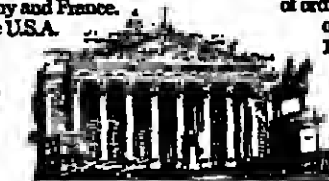
imposed. The U.S.A. premium figure reflects the inclusion of the Talbot Bird marine agency which was acquired earlier this year. In Canada there has been an increase in competitive pressures, following the improved results of the recent past.

Investment income growth has been restricted by the impact of underwriting results on cash flows.

Almost two-thirds of the underwriting loss was recorded in the first quarter. The subsequent improvement should continue to develop as the result of action taken.

Dividend
An interim dividend in respect of the year 1985 will be paid on 7th January 1986 of 9p per share (1984 - 8.5p per share) which, with the tax credit available to eligible shareholders, is equivalent to 12.86p per share (1984 - 12.14p per share). This dividend will be paid to holders of ordinary shares whose names appear on the register on 25th November 1985.

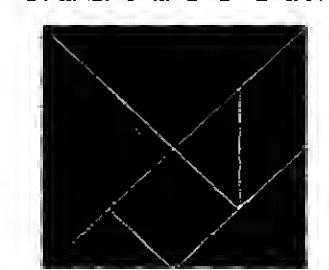
The interim results statement is being prepared in accordance with the provisions of the Companies Act 1985 and is subject to audit by the auditors of Guardian Royal Exchange Assurance plc.



Guardian Royal Exchange Group

DEALING WITH DEALING

SEMINAR - 17TH SEPTEMBER 1985



'Dealing with Dealing' is an intensive one-day seminar providing a platform for discussion and exchange of information on a subject of vital concern to the City.

The challenges facing those responsible for the effective and profitable operation of dealing rooms is how to obtain and sustain a competitive edge by making the best use of the time primary resources involved: people, information technology, and the work environment.

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LOCATION
'Dealing with Dealing' will be held on 17th September at the City Conference Centre, 76 Mark Lane, London EC3. The cost per delegate is £75 + VAT of £26.25 (total £101.25).



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Anti trust: a non-tariff barrier to trade

By A. H. HERMANN, Legal Correspondent

THE LAKER saga is over, but what caused it remains. It was preceded by Anglo-American tensions over merchant shipping and uranium supplies. Unless something is done about the underlying causes, it will be followed by similar conflicts in other fields. Commodity and security trading are among the candidates.

What then is the underlying cause of such difficulties between friendly nations, erupting from time to time in the form of antitrust litigation pursued in the United States with a pretence of religious fervour, abhorred by the British Government and causing embarrassment to English courts?

Stated very broadly, these conflicts are caused by the growing disparity between economic interference and law, which maintains national, but which the U.S. applies to events taking place beyond its borders.

Viewed more narrowly, the common denominator of the recent series of jurisdictional conflicts between the U.S. and its allies is the attempt to use antitrust laws, either directly or by giving free run to private actions, as a weapon of trade policy. This was clearly evident in the Westinghouse uranium litigation, when antitrust laws were employed to destroy and punish a defensive cartel of non-U.S. suppliers, agreed after the U.S. introduced an embargo on imports and exports of uranium, to protect the uranium market by releasing its stockpiles.

The trade policy aspect of the recent Laker litigation becomes obvious when reading a fascinating account² of its background by Mr Edmund Dell, who was Secretary of State for Trade 1976-78, when the Bermuda 2 Air Services Agreement between the U.S. and the UK was signed.

In contrast with the general concept of economic interdependence based on Gatt and the most favoured nation principle, civil aviation is based on bi-lateral agreements. The U.S. emerged from the war in 1945 with the world's strongest air fleet and a domestic market to support it. No other country could compete and the Americans therefore adopted the open skies doctrine. The Bermuda 1

agreement negotiated in 1948, was a compromise between the U.S. who wanted to be free to fly anywhere, and Britain which was not yet ready to face the competition.

A similar situation now exists within the EEC, where the UK does not fear competition while the other member states still

As they gained strength, British airlines left Bermuda 1 to be too restrictive. It was denounced, with one year's notice, in June, 1976. The U.S. was told that President Carter intended to remove in person the U.S. threatened to break off air services with the UK if a new agreement was not reached in time. Negotiations must have been very tumultuous indeed.

Officials at the State Department uttered private threats which, if they were to be taken seriously, could only suggest that they had taken leave of their senses.

An agreement, signed at the last minute, gave UK airlines many more gateways into the American market. It has been

Secretary of the U.S. Civil Aeronautics Board, the U.S. regulatory agency, had the authority to negotiate and to enter into restrictive agreements made with in the framework of the International Air Transport Association (IATA) against antitrust in enforcement. In fact, this has done so consistently since 1945. However, in June 1978, a year after the U.S. and Britain signed the CAA started proceedings with a tentative order No. 80-113, proposing repeal of antitrust immunity for airlines. The consequence of deregulation of civil aviation in the U.S. but it was nevertheless a unilateral derogation of Bermuda 2. From this follows the British Government insistence in the latter disputes that Bermuda 2 gave British airlines no special advantages while the U.S. Government denied it.

The undisputed fact remains that the air fares of British Airways and of British Caledonian, alleged to be predatory, were approved by the British Civil Aviation Authority (CAA), which also rejected the rescue package as inadequate. Thus in the Laker litigation,

U.S. courts were invited to question acts of the British Government which, insofar as they had an effect within the U.S., were in agreement with the policy of the U.S. as expressed in Bermuda 2.

The U.S. courts profess a respect for acts of foreign states in such situations—but not in the case of Laker litigation. Also the status of the Bermuda agreements is more uncertain. The courts have said that it is normally believed to be possible. It was not made part of OR law by an act of Parliament and was not signed by the Secretary of Justice Parker (as he then was) for trying to interpret it. In the U.S. Bermuda 2 is seen as an "executive" agreement—concluded by the President without asking for Senate approval. This is often the case with U.S. trade agreements where the Congress has no role. The courts could not overcome opposition in the legislature. In the case of Bermuda 2, it meant that U.S. courts could not proceed with overruling the audittrust laws.

Apart from the weakness of the law and the attitude of the courts, the litigation has again demonstrated that it does not matter much if you have no case so long as you have the means to threaten an opponent in court. This is true in England—but even more so in the U.S. where pre-trial procedures are horribly oppressive, costly and wasteful. If you have a date-line to clear in this instance for the privatisation of British Airways, you have to pay up, irrespective of the rights or wrongs of your case.

Mr. Dell expresses the hope that in the world of civil aviation it may be possible to persuade the U.S. to proceed by agreement rather than by unilateral imposition of American law on all nations. In joining decisions dealing with the general issue, he points out that "where American domestic law lies far outside any kind of international consensus, its territorial jurisdiction can create as many problems for international relations as it can attempt to exercise jurisdiction extra-territorially."

The lack of international consensus over U.S. antitrust is the starting point of a remarkable lecture delivered recently by Judge Malcolm Wilkey—who

wrote the opinion of the Appeal Court majority in the Laker litigation. He traced the origin of the 1890 Sherman Act not to economic need but to political necessity. A still predominantly agricultural and frontier nation feared the sudden emergence of trusts representing power, uncontrolled by the government. As the mutual independence of national economies grew, it was natural that conflicts between the American solution of 1890 and those adopted by other nations at different times and stages of economic development should arise.

Wilkey considers that very few of the various legislative and other proposals now current in the U.S. promise a reduction of conflicts generated by extraterritorial national law. He respectfully rejects the judgments of the issuers by asking judges to balance national interests involved and quotes with approval Mr. Peter Garach, the Attorney General of Australia: "It is, in fact, a political question."

Endorsing earlier proposals, Judge Wilkey concludes that instead of turning to a judicial solution, the U.S. government is in need for a cold appraisal by the U.S. of what international economic activity it truly needs to regulate now at the expense of the nation. He should not be hesitant in scrooping certain features of our anti-trust laws which have proved useful primarily in generating economic growth and urges the U.S. to reach an agreement with other countries, with Britain and Canada in the first place, on what are the essential elements of international economic regulation.

Judge Wilkey has just been appointed U.S. Ambassador to Uruguay. One would hope that he is not too far from his voice to be heard in Washington.

Edmund Dell, Interdependence and the United States: A Study in International Affairs, pp 366-373. t Allied II 757 F 2d 516 (2d Cir. 1986). See also this column August 29, 1986.

4 June 19, 1985 to the South Western U.S. Court of Appeals, Dallas.

U.S. Court of Appeal for Dist. of Columbia, Nos. 83-1280 and 1281, March 5 1984.

A. H. Hermann, Conflicts of National Laws with International Business Activity, British-North American Committee, 1982.

AUTHORISED UNIT TRUSTS

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Financial Times
ENERGY MANAGEMENT
SURVEY
TUESDAY
OCTOBER 29, 1985
For further details contact:
WILLIAM CLUTTERBUCK
01-248 8000 Ext 4143
Telex 885033

FINANCIAL TIMES
BASILDON
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THURSDAY
OCTOBER 3, 1985
For further details contact:
COLIN DAVIES
01-248 8000 ext 3248
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1985
INTERIM DIVIDEND

The Board of Management have decided to pay an Interim Dividend of Dfl. 4.75 in cash per Ordinary Share of Dfl. 20.00 each for the financial year 1985. The Interim Dividend will be payable, less 25 per cent. withholding tax, from 13th September, 1985 on presentation of coupon No. 30.

Dividend coupons for cash payment may be presented at Fieboon, Bakkering & Flevoon N.V., Algemeene Bank Nederland N.V., Coöperatieve Centrale Raiffeisen-Boerenleenbank B.A., Bank Mees & Hope N.V., Credit Lyonnais Bank Nederland N.V., Kempen & Co. N.V. in Amsterdam, The Hague, Rotterdam and Utrecht, in so far as there established, or at the offices of Morgan Grenfell & Co. Limited, 21 Austin Friars, London EC2N 2EE.

By Order of the Board of Management

The Hague,
5th September, 1985

Standard  Chartered
Standard Chartered PLC
(Incorporated with limited liability in England)

**US\$400,000,000 Undated Primary Capital
Floating Rate Notes**

In accordance with the provisions of the Notes,
notice is hereby given that for the Interest Determination
Period from 5th September, 1985 to
7th October, 1985 the Notes will carry interest at the
rate of 8 7/8% per cent. per annum.

Interest accrued to 7th October, 1985 and
payable on 3rd January 1986 will amount to
US\$76.11 per US\$10,000 Note and US\$76.11 per
US\$100,000 Note.

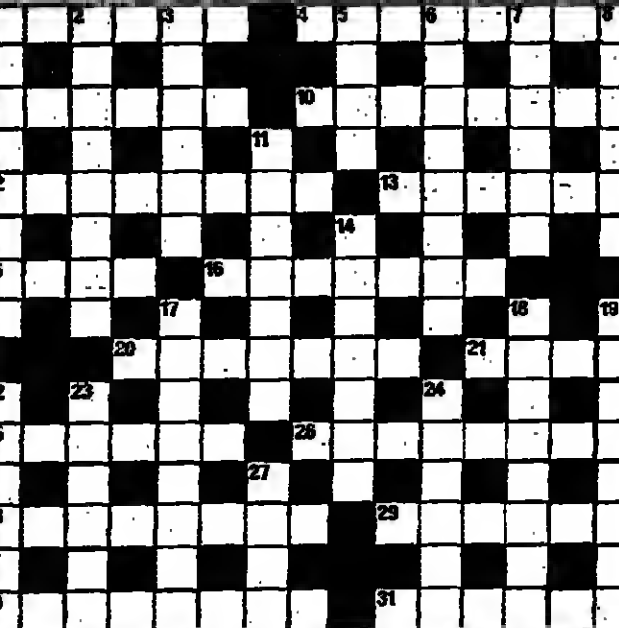
**Standard Chartered Merchant Bank Limited
Agent Bank**

Public Works Loan Board rates

Effective September 4					
Quota loans repaid			Non-quota loans A ^a repaid		
Years	by EPT	At maturity	by EPT	At maturity	At maturity
2, up to 2	102	102	112	112	112
2, up to 3	102	102	112	112	112
3, up to 4	102	102	112	112	112
3, up to 5	102	102	112	112	112
4, up to 6	102	102	112	112	112
4, up to 7	102	102	112	112	112
5, up to 8	102	102	112	112	112
5, up to 9	102	102	112	112	112
6, up to 10	102	102	112	112	112
10, up to 15	11	102	112	112	112
15, up to 25	11	102	112	112	112
25	102	102	112	112	112

^a Non-quota loans B are 1 per cent higher in each case than the corresponding rates for quota loans A. ^b Equal instalments of principal. ^c Repayments of principal and interest. ^d Fixed equal half-yearly payments to include principal and interest. ^e With half-yearly payments of interest only.

F.T. CROSSWORD PUZZLE No. 5,813



- [illegible]

Financial Times Thursday September 3 1988

Financial Times Thursday September 3 1988

COMMODITIES AND AGRICULTURE

U.S. urged to scrap honey price support

By Nancy Dume in Washington

THE U.S. Government has been badly stung by its long running price support programme for honey. The Government Accounting Office (GAO) has concluded in a report.

The programme is a prime example of Government generosity at work, creating a market for honey imports and growing domestic surpluses. It was instituted as a "temporary" scheme in 1960 to ensure an adequate supply of honey for the military, but it has long outgrown its usefulness.

The scheme cost virtually nothing in the first nine years of its existence. However, inflation pushed the support price up from 22.7 cents per pound for the 1977 crop year to 65.2 cents per pound for 1984.

At the same time, said the GAO, world honey supplies increased more rapidly than demand and prices dropped. With the support price higher than the world market price and the strong U.S. dollar, imports nearly doubled to 109,500 pounds from 1979 to 1983.

The honey programme operates like other U.S. price support schemes. Beeskeepers may obtain federal loans on the basis of the support price for honey they have produced domestically. They can then store their produce until the market price makes it advantageous to sell. If the market price isn't right, they can default on their loans and forfeit the honey without so much as interest payments due.

Government costs for managing honey stocks rose from nothing in 1979 to \$31m for 1980-81.

The GAO recommends legislation repealing the programme, which simply encourages the production of still another surplus and is no longer needed for crop pollination. But Congress, while repealing the programme, has not made any appreciable change in the budget deficit on agriculture, shows no sign of abandoning the nation's beekeepers to perils of competition.

Non-quota coffee sales still high

By Andrew Gowers

THE PROSPECT of a major confrontation between coffee producers and consumers later this month loomed larger yesterday following the release of figures showing a continuing boom in sales of coffee to countries outside the International Coffee Organisation (ICO).

The ICO's governing committee is due to meet in 10 days' time to fix the level of coffee exports to be permitted under the International Coffee Agreement's quota rules for the year beginning in October.

But exports to non-members are likely to be a complicating factor in the talks, as major producers like Brazil are keen to crack down on cut-price sales outside the agreement. Several influential members of the Agreement believe these have been seriously undermining its effectiveness.

Between last October and July, exports to non-members totalled 9.9m bags, compared with 8.5m in the same period of the previous coffee year.

Malaysia attacks World Bank over rubber loans

By Wong Sulong in Kuala Lumpur

MALAYSIA has called on the World Bank and other international funding agencies to stop giving rubber loans for rubber cultivation because of a growing glut in the commodity.

Malaysia's Minister of Primary Industries, Datuk Paul Leong, yesterday strongly criticised the World Bank for allegedly misleading developing countries with optimistic reports about the future of the rubber industry, which is facing one of its worst recessions for some years.

The price of RSS No 1 rubber, the top grade, has now fallen to just above 180 Malaysian cents (52p) a kilo—a nine year low.

So far the International Natural Rubber Organisation has bought 540,000 tonnes of the commodity without making any appreciable impact.

During the 1970s, the World Bank and other international funding agencies predicted a

growing rubber shortage in the late 1980s, and a corresponding real increase in prices for the commodity.

● The Malaysian Government has decided to introduce a new Commodities Trading Bill in the coming session of Parliament next month to coincide with the resumption of palm oil trading on the Singapore Stock Exchange (SE).

Datuk Leong said his ministry felt that the current Commodities Trading Act required extensive and complicated amendments, and it was more appropriate to replace it with a new Act.

He announced palm oil trading would resume in "late October," instead of September 30, as announced earlier, to allow time to clear up some minor technical and procedural matters.

According to yesterday's figures from the ICO, Indonesia, as before, was the main seller. Exports within the confines of the Agreement, meanwhile, fell to 47,68m bags from 49.2m.

Experienced observers said the high level of sales to non-members probably reflected the continuing effects of a scramble to clinch discount deals in April before an ICO ruling against selling coffee below its minimum price took effect. Non-member sales have been high since then, but only slightly.

However, the Organisation's council will certainly be scrutinising the figures to try and ascertain whether such sales are genuinely going to non-members or are filtering back into members' countries through freetraders.

The ICO's figures also show that 10.48m bags of coffee remained to be exported under the Agreement last month and this, provoking fears of a further slide in prices during the final weeks of this coffee year.

Broker forecasts sugar crop shortfall

By Our Commodities Staff

WORLD SUGAR production in 1985/86 is likely to fall short of consumption by around 700,000 tonnes, according to a report published yesterday by London trader E. D. & F. Man.

The forecast had little market impact, however, as the forecast shortfall is well below the 3m tonnes predicted by C. Czarnikow, another London trader, last month.

Man put 1985/86 output at 98.5m tonnes, down 3.7m from 1984/85.

January's 1985 sugar harvest yielded 205,900 tonnes, up 12,000 from last year, reports Cane News from Kingston.

But this was slightly below the target of 210,000 tonnes.

WEEKLY METALS

All prices as supplied by Metal Bulletin

ANTIMONY: European free market, 98.6 per cent, \$ per lb, in warehouse, 2,500-2,600.

BISMUTH: European free market, 99.99 per cent, \$ per lb, in warehouse, 4,400-4,600.

CADMIUM: European free market, 99.99 per cent, \$ per lb, in warehouse, 11,200-11,350.

COPPER: European free market, 99.99 per cent, \$ per lb, in warehouse, 285-292.

MOLYBDENUM: European free market, drummed molybdenic oxide, \$ per lb, in warehouse, 2,100-2,200.

SELENIUM: European free market, 99.99 per cent, \$ per lb, in warehouse, 7,500-7,600.

TUNGSTEN ORE: European free market, standard min. 65 per cent, \$ per tonne min. 60, cif, 60-70.

VALENIUM: European free market, 98 per cent, \$ per lb, in warehouse, 2,150-2,250.

URANIUM: Nuxco exchange value, \$ per lb U₃O₈, 15.75.

Kieran Cooke on the impact of unrest in New Caledonia Storm clouds over nickel island

PICK UP New Caledonia, shake it to the extent will crop out. The economy of New Caledonia, the South Pacific territory that France has ruled since the middle of the last century, is dominated by the metal.

Its reserves make up about one third of total world deposits, and New Caledonian officials estimate that it supplies about 9 per cent of the total nickel market outside the Soviet Union and Cuba with nickel matte and ore.

Mr Arnold Daly, president of the territory's Chamber of Commerce and himself a descendant of Irish miners who arrived in the 1850s, says that more than 85 per cent of New Caledonia's gross national product is derived from nickel mining. The metal accounts for 97 per cent of its export income.

In the past couple of years, the nickel industry's fortunes have been buoyed up by the strength of the U.S. dollar, in which world nickel prices are quoted. But as New Caledonia's political troubles increase, with native pro-independence

Melanesians becoming involved in ever more violent clashes with fiercely anti-independence mainly white settlers, things could go badly wrong.

At the moment, the industry's potential problems have been brutally underlined this year. New Caledonia's main nickel mine, at Thio on the east coast, has been closed twice in the last eight months by the unrest—once for three months in early 1985 and again for a week last month.

As a result, Societe Le Nickel (SLN), the main company operating in the territory, reported this week that it had been forced to cut its 1985 ore

output plans from Thio by more than 40 per cent from 960,000 tonnes to 560,000. It also said damage to property by saboteurs and lost production

each by Elf Aquitaine and Inmetal has been operating in New Caledonia for more than 100 years and is the second largest nickel concern in the world after Inco of Canada.

The company's fortunes have seen-sawed over the years. In the late 1960s and early 1970s, a nickel boom encouraged investment in New Caledonia and a rapid expansion of the economy.

The main explanation for this was the continuing Vietnam war, which encouraged demand for nickel in manufacturing arms.

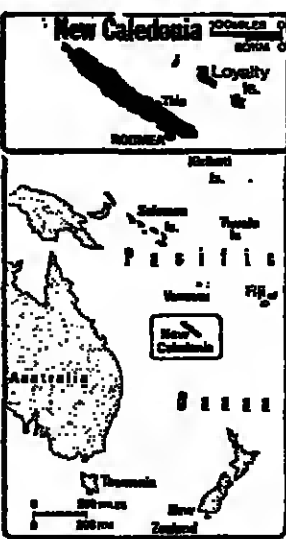
But later in the 1970s demand dropped off, and only recently, after years of losses, has SLN begun to move back into the black. As one plant manager remarked recently, "We need a war to jack up the prices."

Last year the company made a loss of FF2,200m, but earlier this year it was hoping to break even.

The problem now is that both SLN's mines are in politically sensitive areas. The white, anti-independence community is concentrated overwhelmingly in the capital, Noumea, and the pro-independence activists, otherwise known as Kanaks, find it easy to start trouble in the countryside.

Furthermore, most of the company's workforce of 2,300—SLN is the largest employer in the territory—is composed of native Melanesians, though at the smelter in Noumea there is a large proportion of "Caldoche" or white settlers.

So the mining areas have in the past year become a



New Caledonia

had cost it more than FF50m (\$4.18m).

The effect has also been to throw the industry's expansion plans into doubt. SLN's nickel matte and matte, originally expected to rise to 45,000 tonnes this year from 34,000 in 1984. But although SLN has stepped up production at its other main mine, at Koussou, and bought more nickel ore from the territory's small independent miners, there must now be a question-mark over that figure.

SLN owned 70 per cent by the French state holding company ERAP and 15 per cent

by the third quarter, following the end of attempts by producers to hold the market open. Sugar backed up metal were delivered onto the London Metal Exchange from the Soviet Union and the Philippines.

But Shearson says: "The producers are probably right to

think that the pendulum has swung too far in the consumers' favour, given that, despite the traditional seasonal downturn, there has been no collapse in demand."

The market fundamentals indicate that a reasonable balance still exists, although

we expect the underlying level of demand to weaken towards the end of the year."

Shearson expects consumption to total around 530,000 tonnes this year, and total supplies, including net imports from communist countries, to reach 538,000 tonnes.

Like the Kanaks say that the nickel business are in positions of power on the island. They include Jacques Le Fleur, head of one nickel concern and leader of the militant anti-independence republican party, RPCR.

The Kanaks say that the mining companies, including SLN, either take money out of New Caledonia or invest it only in Noumea, not the interior.

Further difficulty for mining companies in the territory is provided by the increasing number of disputes over land rights.

Like their fellow Melanesians in other South Pacific countries and the Aborigines in Australia, the Kanaks have a sacred, almost mystical, attachment to the land. No outsider can claim ownership merely by an exchange of currency.

Unfortunately, some of the mining concerns in New Caledonia did not bother with such niceties but simply moved in and started exploiting the land. This has caused considerable resentment among the Kanaks. They are also upset at the way the land has been spoiled by mining operations, and say that little or no attention has been paid to the environment.

The upshot of all this is that SLN appears to have become wary of any further expansion of its facilities in New Caledonia. Indeed, all foreign investors, whether in mining or elsewhere, are being increasingly cautious about the territory.

Market likely to remain in balance this year

By Our Commodities Editor

THE NICKEL market is likely to remain roughly in balance this year, despite the current dip in demand and prices, as set to recover towards the end of the year, according to the latest quarterly report from Shearson Lehman's metal research unit.

Prices dropped sharply during the third quarter, following the end of attempts by producers to hold the market open. Sugar backed up metal were delivered onto the London Metal Exchange from the Soviet Union and the Philippines.

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LONDON MARKETS

THIS WEEK'S continuing rally in cocoa values, following the sharp sell-off which hit the market in the middle of last week, accelerated yesterday. Although there was little fresh news to influence the traders the London futures market gained \$20 to \$1,760.50 a tonne, taking the rise since last Thursday to \$34 a tonne.

Dealers said the market was again focusing on general concern about the conditions of growing crops and the possibility of shipment problems from West Africa.

On the London Metal Exchange nine prices finished lower despite steady trading in a downward bias, with the cash high grade quotation ended closed at \$517.50 a tonne, down \$10.50 on the day.

LME prices supplied by Amalgamated Metal Trading

ALUMINIUM

Official closing (am): Cash 730.5 (727.5-5), three months 730.5 (727.5-5), settlement 725 (722-5), Final Kib Close: 725.5-5. Turnover: 5,275 tonnes.

COPPER

Official closing (am): Cash 802.5 (799-5), three months 802.5 (799-5), settlement 802.5 (799-5), Final Kib Close: 802.5-5. Turnover: 5,275 tonnes.

LEAD

Official closing (am): Cash 228.5 (227.5-5), three months 228.5 (227.5-5), settlement 228.5 (227.5-5), Final Kib Close: 228.5-5. Turnover: 5,275 tonnes.

NICKEL

Official closing (am): Cash 228.5 (227.5-5), three months 228.5 (227.5-5), settlement 228.5 (227.5-5), Final Kib Close: 228.5-5. Turnover: 5,275 tonnes.

SILVER

Official closing (am): Cash 228.5 (227.5-5), three months 228.5 (227.5-5), settlement 228.5 (227.5-5), Final Kib Close: 228.5-5. Turnover: 5,275 tonnes.

ZINC

Official closing (am): Cash 228.5 (227.5-5), three months 228.5 (227.5-5), settlement 228.5 (227.5-5), Final Kib Close: 228.5-5. Turnover: 5,275 tonnes.

MAIN PRICE CHANGES

to tonnes unless otherwise stated.

Sept 4 + or Month 1985 - ago

METALS

Aluminium: \$1100 - \$1100

Copper: \$210.4 - \$210.4

Gold: \$350.25 - \$350.25

Lead: \$208.5 - \$208.5

Nickel: \$228.5 - \$228.5

Silver: \$228.5 - \$228.5

Zinc: \$228.5 - \$228.5

Wheat: \$10.5 - \$10.5

Barley: \$10.5 - \$10.5

Cocoa: \$10.5 - \$10.5

Soyabean meal: \$10.5 - \$10.5

Wheat: \$10.5 - \$10.5

Barley: \$10.5 - \$10.5

Cocoa: \$10.5 - \$10.5

Soyabean meal: \$10.5 - \$10.5

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Barley: \$10.5 - \$10.5

INDICES

FINANCIAL TIMES

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REUTERS

Sept 4 Sept 3 1985

DOWN JONES

Sept 4 Sept 3 1985

COFFEE

Sept 4 Sept 3 1985

SUGAR

Sept 4 Sept 3 1985

POTATOES

Sept 4 Sept 3 1985

PIGMEAT

Sept 4 Sept 3 1985

WHEAT

Sept 4 Sept 3 1985

BARLEY

Sept 4 Sept 3 1985

COCOA

Sept 4 Sept 3 1985

SOYABEAN MEAL

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CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar shows signs of easing

The dollar showed signs of easing yesterday. Renewed optimism after last Friday's better than expected U.S. trade figures, kept the dollar in demand during the morning, but profit taking appeared as the currency approached DM 2.57. This followed news that the Federal Reserve Bank was expected to raise its discount rate to 10% on September 11, 1985. The dollar quickly lost about 31 points to hit a low of DM 2.5330, before recovering a little in nervous late trading. U.S. unemployment figures on Friday are awaited to see whether they provide further evidence of an economic revival. Yesterday's nervousness reflected scepticism about a recovery, or that the fish estimate of third quarter GDP, due on September 20, will be any more encouraging.

The dollar fell to DM 2.5475 from DM 2.5640, and from FF 87.100 to FF 87.025, but was slightly firmer at Y239.55 against the Swiss franc.

On Bank of England figures the dollar's index fell to 139.0 from 139.1.

EMS EUROPEAN CURRENCY UNIT RATES

	Unit	Change	% change
Belgian franc	44.820	-0.005	-0.01
Dutch guilder	2.360	-0.005	-0.02
French franc	6.55	-0.005	-0.08
Italian lira	1,936	-10	-0.00
Spanish peseta	166.6	-0.1	-0.06
Swiss franc	2.20	-0.005	-0.23
West German mark	1.00	0.000	0.00

with the U.S. currency falling to DM 2.5475 from DM 2.5640 at the Frankfurt close. Earlier in the day the dollar was fixed at DM 2.5411, compared with DM 2.5449 on Tuesday, without intervention by the Bundesbank. Profit taking set in as the dollar rose to a peak of DM 2.5885, pushing it down to a low of DM 2.5330. News that West Germany's industry orders in July rose 4.7 per cent after a June fall of 2.8 per cent supported the D-mark.

STERLING INDEX

	Sept 4	Prev
8.30 am	81.9	82.1
9.00 am	81.9	81.9
10.00 am	82.1	82.1
11.00 am	82.1	82.1
1.00 pm	82.2	82.1
2.00 pm	82.2	82.1
3.00 pm	82.2	82.0
4.00 pm	82.0	82.0

£ IN NEW YORK

	Sept 4	Prev
1 month	81.67-81.68	81.68-81.69
3 months	81.67-81.68	81.68-81.69
6 months	81.67-81.68	81.68-81.69

Eurodollars firm

Eurodollar prices were firmer in the London International Financial Futures Exchange yesterday. However, values were marked down from the day's highs as selling developed after the start of trading in Chicago. The market was concerned principally by a request by the Federal Reserve Bank to raise its discount rate to 10% on September 11, 1985. This prompted investors to take profits and prompted the usual flight to quality. Initial trading in London saw Euro-

dollar prices holding their own and very early U.S. participation reflected small buying. The position was reversed soon after however, although values in London still finished some way up from Tuesday's closing levels.

The market now awaits today's U.S. money supply figures and tomorrow's announcement on U.S. unemployment.

Sterling based instruments were firmer, reflecting a slightly softer cash market and sterling's steady to firm trend.

CHICAGO

	Sept 4	Prev
U.S. Treasury bonds (30yr)	112.15	112.15
U.S. Treasury bonds (10yr)	112.15	112.15
U.S. Treasury bonds (5yr)	112.15	112.15
U.S. Treasury bonds (2yr)	112.15	112.15
U.S. Treasury bonds (1yr)	112.15	112.15
U.S. Treasury bonds (6m)	112.15	112.15
U.S. Treasury bonds (3m)	112.15	112.15
U.S. Treasury bonds (1m)	112.15	112.15
U.S. Treasury bonds (30d)	112.15	112.15
U.S. Treasury bonds (15d)	112.15	112.15
U.S. Treasury bonds (7d)	112.15	112.15
U.S. Treasury bonds (3d)	112.15	112.15
U.S. Treasury bonds (1d)	112.15	112.15
U.S. Treasury bonds (30s)	112.15	112.15
U.S. Treasury bonds (15s)	112.15	112.15
U.S. Treasury bonds (7s)	112.15	112.15
U.S. Treasury bonds (3s)	112.15	112.15
U.S. Treasury bonds (1s)	112.15	112.15
U.S. Treasury bonds (30c)	112.15	112.15
U.S. Treasury bonds (15c)	112.15	112.15
U.S. Treasury bonds (7c)	112.15	112.15
U.S. Treasury bonds (3c)	112.15	112.15
U.S. Treasury bonds (1c)	112.15	112.15

LIFE OPTIONS REPORT

Starting Currency—£25,000 c per £
Starting week on oil returns from the East and dollar saw profit taking. Japanese volume good.
Est volume: Calls 148, Puts 148, 10/91
For full details of settlement prices call: Louisa Powell of LIFFE on 01-623 0444
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Markets makers in Deutschmark Bonds **WestLB**
Westdeutsche Landesbank

POUND SPOT—FORWARD AGAINST POUND

	Sept 4	Close	One month	% change
U.S.	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Canada	1.8000-1.8005	1.8000	0.43-0.40 pm	3.32
France	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Germany	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Italy	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Spain	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Sweden	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Switzerland	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Belgium	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Netherlands	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Austria	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Portugal	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Greece	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Turkey	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Japan	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
South Africa	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
U.A.E. Dirham	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32

DOLLAR SPOT—FORWARD AGAINST DOLLAR

	Sept 4	Close	One month	% change
U.K.	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
France	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Germany	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Italy	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Spain	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Sweden	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Switzerland	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Belgium	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Netherlands	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Austria	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Portugal	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Greece	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Turkey	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Japan	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
South Africa	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
U.A.E. Dirham	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32

OTHER CURRENCIES

	Sept 4	Close	One month	% change
Argentina	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Australia	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Canada	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
France	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Germany	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Italy	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Spain	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Sweden	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Switzerland	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Belgium	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Netherlands	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Austria	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Portugal	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Greece	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Turkey	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
Japan	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
South Africa	1.0116-1.0120	1.0116	0.0000-0.0010	0.00
U.A.E. Dirham	1.0116-1.0120	1.0116	0.0000-0.0010	0.00

CURRENCY MOVEMENTS CURRENCY RATES

	Sept 4	Close	One month	% change
U.S.	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Canada	1.8000-1.8005	1.8000	0.43-0.40 pm	3.32
France	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Germany	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Italy	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
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Turkey	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Japan	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
South Africa	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
U.A.E. Dirham	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32

EXCHANGE CROSS RATES

	Sept 4	Close	One month	% change
U.S.	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Canada	1.8000-1.8005	1.8000	0.43-0.40 pm	3.32
France	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Germany	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Italy	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Spain	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Sweden	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Switzerland	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Belgium	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
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Greece	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Turkey	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Japan	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
South Africa	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
U.A.E. Dirham	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32

EURO-CURRENCY INTEREST RATES (Market closing rates)

	Sept 4	Close	One month	% change
U.S.	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Canada	1.8000-1.8005	1.8000	0.43-0.40 pm	3.32
France	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
Germany	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32
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U.A.E. Dirham	1.3200-1.3205	1.3200	0.43-0.40 pm	3.32

MONEY MARKETS

UK rates slightly easier

Interest rates were slightly easier in London yesterday. Short term money was quite easy to obtain and most discount houses had squared off their books. The Bank did not intervene in the morning and in the afternoon the Bank revised the shortage to £100m but again did not intervene.

In Frankfurt call money was quite a little easier at 4.6-4.7 per cent compared with 4.7-4.8 per cent on Tuesday. Rates were softer as end of month pressures were removed. Overnight money had recently touched 5.5 per cent, the same as the Lombard rate.

Despite the lower trend, expectations point towards a fairly difficult month ahead and banks are anxiously awaiting some news by the end of the month to replace some DM 4.3m of re-purchase agreements due to expire next Wednesday.

MONEY RATES

Sept. 4	Frankfurt	Paris	Zurich	Amst'dam	Tokyo	Milan	Buenos Aires	Dublin
Overnight	4.64-7	9 3/4	1 1/4-3	5 1/4-5 1/2	6.531.30	14 1/2-14 3/4	6.70	11 1/2-11 3/4
One Month	4.64-7	9 3/4-9 1/2	4 1/2-5	5 1/4-5 1/2	6.486.70	13 1/2-14 1/4	5 9/4	10 1/2-10 3/4
Two Months	4.64-7	9 3/4-9 1/2	4 1/2-5	5 1/4-5 1/2	6.486.70	13 1/2-14 1/4	5 9/4	10 1/2-10 3/4
Three Months	4.64-7	9 3/4-9 1/2	4 1/2-5	5 1/4-5 1/2	6.486.70	13 1/2-14 1/4	5 9/4	10 1/2-10 3/4
Six Months	4.64-7	9 3/4-9 1/2	4 1/2-5	5 1/4-5 1/2	6.486.70	13 1/2-14 1/4	5 9/4	10 1/2-10 3/4
Liberal	5 1/4	9 3/4	4 1/2	5 1/4	6.486.70	13 1/2-14 1/4	5 9/4	10 1/2-10 3/4
Conversion	5 1/4	9 3/4	4 1/2	5 1/4	6.486.70	13 1/2-14 1/4	5 9/4	10 1/2-10 3/4

INDUSTRIALS-Continued

1985	Stock	Price	Net	Div	Yield	PE
104	Aluminum Co. of America	104.00	1.00	1.00	1.00	1.00
105	Armco Steel Corp.	105.00	1.00	1.00	1.00	1.00
106	Bethlehem Steel Corp.	106.00	1.00	1.00	1.00	1.00
107	Boeing Co.	107.00	1.00	1.00	1.00	1.00
108	Chrysler Corp.	108.00	1.00	1.00	1.00	1.00
109	Ford Motor Co.	109.00	1.00	1.00	1.00	1.00
110	General Motors Corp.	110.00	1.00	1.00	1.00	1.00
111	IBM Corp.	111.00	1.00	1.00	1.00	1.00
112	International Business Machines Corp.	112.00	1.00	1.00	1.00	1.00
113	Johnson & Johnson	113.00	1.00	1.00	1.00	1.00
114	Kodak Corp.	114.00	1.00	1.00	1.00	1.00
115	Lockheed Martin Corp.	115.00	1.00	1.00	1.00	1.00
116	McDonald's Corp.	116.00	1.00	1.00	1.00	1.00
117	Merck & Co. Inc.	117.00	1.00	1.00	1.00	1.00
118	Microsoft Corp.	118.00	1.00	1.00	1.00	1.00
119	Motorola Inc.	119.00	1.00	1.00	1.00	1.00
120	Novartis AG	120.00	1.00	1.00	1.00	1.00
121	Oracle Corp.	121.00	1.00	1.00	1.00	1.00
122	PepsiCo Inc.	122.00	1.00	1.00	1.00	1.00
123	Pfizer Inc.	123.00	1.00	1.00	1.00	1.00
124	Procter & Gamble Co.	124.00	1.00	1.00	1.00	1.00
125	Rockwell International Corp.	125.00	1.00	1.00	1.00	1.00
126	Schlumberger Ltd.	126.00	1.00	1.00	1.00	1.00
127	Spacelabs Inc.	127.00	1.00	1.00	1.00	1.00
128	Texas Instruments Inc.	128.00	1.00	1.00	1.00	1.00
129	United Technologies Corp.	129.00	1.00	1.00	1.00	1.00
130	Wendell International Corp.	130.00	1.00	1.00	1.00	1.00

LEISURE-Continued

1985	Stock	Price	Net	Div	Yield	PE
131	Amusement World	131.00	1.00	1.00	1.00	1.00
132	Booker's Inc.	132.00	1.00	1.00	1.00	1.00
133	Charmelle Inc.	133.00	1.00	1.00	1.00	1.00
134	Concessionaire Inc.	134.00	1.00	1.00	1.00	1.00
135	Entertainment Weekly Inc.	135.00	1.00	1.00	1.00	1.00
136	First Interstate World Bank	136.00	1.00	1.00	1.00	1.00
137	Goldman Sachs Group Inc.	137.00	1.00	1.00	1.00	1.00
138	Harvard Management College	138.00	1.00	1.00	1.00	1.00
139	International Leisure Corp.	139.00	1.00	1.00	1.00	1.00
140	Leisure World Inc.	140.00	1.00	1.00	1.00	1.00
141	Marriott International Inc.	141.00	1.00	1.00	1.00	1.00
142	McDonald's Corp.	142.00	1.00	1.00	1.00	1.00
143	Merck & Co. Inc.	143.00	1.00	1.00	1.00	1.00
144	Microsoft Corp.	144.00	1.00	1.00	1.00	1.00
145	Motorola Inc.	145.00	1.00	1.00	1.00	1.00
146	Novartis AG	146.00	1.00	1.00	1.00	1.00
147	Oracle Corp.	147.00	1.00	1.00	1.00	1.00
148	PepsiCo Inc.	148.00	1.00	1.00	1.00	1.00
149	Pfizer Inc.	149.00	1.00	1.00	1.00	1.00
150	Procter & Gamble Co.	150.00	1.00	1.00	1.00	1.00

PROPERTY-Continued

1985	Stock	Price	Net	Div	Yield	PE
151	Amusement World	151.00	1.00	1.00	1.00	1.00
152	Booker's Inc.	152.00	1.00	1.00	1.00	1.00
153	Charmelle Inc.	153.00	1.00	1.00	1.00	1.00
154	Concessionaire Inc.	154.00	1.00	1.00	1.00	1.00
155	Entertainment Weekly Inc.	155.00	1.00	1.00	1.00	1.00
156	First Interstate World Bank	156.00	1.00	1.00	1.00	1.00
157	Goldman Sachs Group Inc.	157.00	1.00	1.00	1.00	1.00
158	Harvard Management College	158.00	1.00	1.00	1.00	1.00
159	International Leisure Corp.	159.00	1.00	1.00	1.00	1.00
160	Leisure World Inc.	160.00	1.00	1.00	1.00	1.00
161	Marriott International Inc.	161.00	1.00	1.00	1.00	1.00
162	McDonald's Corp.	162.00	1.00	1.00	1.00	1.00
163	Merck & Co. Inc.	163.00	1.00	1.00	1.00	1.00
164	Microsoft Corp.	164.00	1.00	1.00	1.00	1.00
165	Motorola Inc.	165.00	1.00	1.00	1.00	1.00
166	Novartis AG	166.00	1.00	1.00	1.00	1.00
167	Oracle Corp.	167.00	1.00	1.00	1.00	1.00
168	PepsiCo Inc.	168.00	1.00	1.00	1.00	1.00
169	Pfizer Inc.	169.00	1.00	1.00	1.00	1.00
170	Procter & Gamble Co.	170.00	1.00	1.00	1.00	1.00

INVESTMENT TRUSTS-Cont.

1985	Stock	Price	Net	Div	Yield	PE
171	Amusement World	171.00	1.00	1.00	1.00	1.00
172	Booker's Inc.	172.00	1.00	1.00	1.00	1.00
173	Charmelle Inc.	173.00	1.00	1.00	1.00	1.00
174	Concessionaire Inc.	174.00	1.00	1.00	1.00	1.00
175	Entertainment Weekly Inc.	175.00	1.00	1.00	1.00	1.00
176	First Interstate World Bank	176.00	1.00	1.00	1.00	1.00
177	Goldman Sachs Group Inc.	177.00	1.00	1.00	1.00	1.00
178	Harvard Management College	178.00	1.00	1.00	1.00	1.00
179	International Leisure Corp.	179.00	1.00	1.00	1.00	1.00
180	Leisure World Inc.	180.00	1.00	1.00	1.00	1.00
181	Marriott International Inc.	181.00	1.00	1.00	1.00	1.00
182	McDonald's Corp.	182.00	1.00	1.00	1.00	1.00
183	Merck & Co. Inc.	183.00	1.00	1.00	1.00	1.00
184	Microsoft Corp.	184.00	1.00	1.00	1.00	1.00
185	Motorola Inc.	185.00	1.00	1.00	1.00	1.00
186	Novartis AG	186.00	1.00	1.00	1.00	1.00
187	Oracle Corp.	187.00	1.00	1.00	1.00	1.00
188	PepsiCo Inc.	188.00	1.00	1.00	1.00	1.00
189	Pfizer Inc.	189.00	1.00	1.00	1.00	1.00
190	Procter & Gamble Co.	190.00	1.00	1.00	1.00	1.00

FINANCE, LAND-Cont.

1985	Stock	Price	Net	Div	Yield	PE
191	Amusement World	191.00	1.00	1.00	1.00	1.00
192	Booker's Inc.	192.00	1.00	1.00	1.00	1.00
193	Charmelle Inc.	193.00	1.00	1.00	1.00	1.00
194	Concessionaire Inc.	194.00	1.00	1.00	1.00	1.00
195	Entertainment Weekly Inc.	195.00	1.00	1.00	1.00	1.00
196	First Interstate World Bank	196.00	1.00	1.00	1.00	1.00
197	Goldman Sachs Group Inc.	197.00	1.00	1.00	1.00	1.00
198	Harvard Management College	198.00	1.00	1.00	1.00	1.00
199	International Leisure Corp.	199.00	1.00	1.00	1.00	1.00
200	Leisure World Inc.	200.00	1.00	1.00	1.00	1.00
201	Marriott International Inc.	201.00	1.00	1.00	1.00	1.00
202	McDonald's Corp.	202.00	1.00	1.00	1.00	1.00
203	Merck & Co. Inc.	203.00	1.00	1.00	1.00	1.00
204	Microsoft Corp.	204.00	1.00	1.00	1.00	1.00
205	Motorola Inc.	205.00	1.00	1.00	1.00	1.00
206	Novartis AG	206.00	1.00	1.00	1.00	1.00
207	Oracle Corp.	207.00	1.00	1.00	1.00	1.00
208	PepsiCo Inc.	208.00	1.00	1.00	1.00	1.00
209	Pfizer Inc.	209.00	1.00	1.00	1.00	1.00
210	Procter & Gamble Co.	210.00	1.00	1.00	1.00	1.00

MINES-Continued

1985	Stock	Price	Net	Div	Yield	PE
211	Amusement World	211.00	1.00	1.00	1.00	1.00
212	Booker's Inc.	212.00	1.00	1.00	1.00	1.00
213	Charmelle Inc.	213.00	1.00	1.00	1.00	1.00
214	Concessionaire Inc.	214.00	1.00	1.00	1.00	1.00
215	Entertainment Weekly Inc.	215.00	1.00	1.00	1.00	1.00
216	First Interstate World Bank	216.00	1.00	1.00	1.00	1.00
217	Goldman Sachs Group Inc.	217.00	1.00	1.00	1.00	1.00
218	Harvard Management College	218.00	1.00	1.00	1.00	1.00
219	International Leisure Corp.	219.00	1.00	1.00	1.00	1.00
220	Leisure World Inc.	220.00	1.00	1.00	1.00	1.00
221	Marriott International Inc.	221.00	1.00	1.00	1.00	1.00
222	McDonald's Corp.	222.00	1.00	1.00	1.00	1.00
223	Merck & Co. Inc.	223.00	1.00	1.00	1.00	1.00
224	Microsoft Corp.	224.00	1.00	1.00	1.00	1.00
225	Motorola Inc.	225.00	1.00	1.00	1.00	1.00
226	Novartis AG	226.00	1.00	1.00	1.00	1.00
227	Oracle Corp.	227.00	1.00	1.00	1.00	1.00
228	PepsiCo Inc.	228.00	1.00	1.00	1.00	1.00
229	Pfizer Inc.	229.00	1.00	1.00	1.00	1.00
230	Procter & Gamble Co.	230.00	1.00	1.00	1.00	1.00

OIL AND GAS

1985	Stock	Price	Net	Div	Yield	PE
231	Amusement World	231.00	1.00	1.00	1.00	1.00
232	Booker's Inc.	232.00	1.00	1.00	1.00	1.00
233	Charmelle Inc.	233.00	1.00	1.00	1.00	1.00
234	Concessionaire Inc.	234.00	1.00	1.00	1.00	1.00
235	Entertainment Weekly Inc.	235.00	1.00	1.00	1.00	1.00
236	First Interstate World Bank	236.00	1.00	1.00	1.00	1.00
237	Goldman Sachs Group Inc.	237.00	1.00	1.00	1.00	1.00
238	Harvard Management College	238.00	1.00	1.00	1.00	1.00
239	International Leisure Corp.	239.00	1.00	1.00	1.00	1.00
240	Leisure World Inc.	240.00	1.00	1.00	1.00	1.00
241	Marriott International Inc.	241.00	1.00	1.00	1.00	1.00
242	McDonald's Corp.	242.00	1.00	1.00	1.00	1.00
243	Merck & Co. Inc.	243.00	1.00	1.00	1.00	1.00
244	Microsoft Corp.	244.00	1.00	1.00	1.00	1.00
245	Motorola Inc.	245.00	1.00	1.00	1.00	1.00
246	Novartis AG	246.00	1.00	1.00	1.00	1.00
247	Oracle Corp.	247.00	1.00	1.00	1.00	1.00
248	PepsiCo Inc.	248.00	1.00	1.00	1.00	1.00
249	Pfizer Inc.	249.00	1.00	1.00	1.00	1.00
250	Procter & Gamble Co.	250.00	1.00	1.00	1.00	1.00

MOTORS, AIRCRAFT TRADES

Motors and Cycles

1985	Stock	Price	Net	Div	Yield	PE
251	Amusement World	251.00	1.00	1.00	1.00	1.00
252	Booker's Inc.	252.00	1.00	1.00	1.00	1.00
253	Charmelle Inc.	253.00	1.00	1.00	1.00	1.00
254	Concessionaire Inc.	254.00	1.00	1.00	1.00	1.00
255	Entertainment Weekly Inc.	255.00	1.00	1.00	1.00	1.00
256	First Interstate World Bank	256.00	1.00	1.00	1.00	1.00
257	Goldman Sachs Group Inc.	257.00	1.00	1.00	1.00	1.00
258	Harvard Management College	258.00	1.00	1.00	1.00	1.00
259	International Leisure Corp.	259.00	1.00	1.00	1.00	1.00
260	Leisure World Inc.	260.00	1.00	1.00	1.00	1.00
261	Marriott International Inc.	261.00	1.00	1.00	1.00	1.00
262	McDonald's Corp.	262.00	1.00	1.00	1.00	1.00
263	Merck & Co. Inc.	263.00	1.00	1.00	1.00	1.00
264	Microsoft Corp.	264.00	1.00	1.00	1.00	1.00
265	Motorola Inc.	265.00	1.00	1.00	1.00	1.00
266	Novartis AG	266.00	1.00	1.00	1.00	1.00
267	Oracle Corp.	267.00	1.00	1.00	1.00	1.00
268	PepsiCo Inc.	268.00	1.00	1.00	1.00	1.00
269	Pfizer Inc.	269.00	1.00	1.00	1.00	1.00
270	Procter & Gamble Co.	270.00	1.00	1.00	1.00	1.00

Continued on Page 3

FINANCIAL TIMES

WORLD STOCK MARKETS

WALL STREET

Farm credit worries a depressant

THE investment uncertainties gathering around the U.S. economy deepened yesterday after reports in the investment press that the federal farm credit system was seeking help from the Federal Reserve, writes Terry Byland in New York.

In the credit markets, interest rates dipped sharply on the prospect that federal support might be pending for the \$74bn loans of the farm credit system, the major holders of debt from the financially-strained U.S. farming industry.

The prospect of a new round of problems in agribusiness unsettled the stock market.

Although on the downside throughout the session, the market rallied in the final half hour of trading. The Dow Jones industrial average closed a net 2.47 points lower at 1,326.72.

Trading remained moderate but blue chips traded lower after a firm start. John Deere, the farm machinery manufacturer, fell \$1 to \$28 1/2.

The credit markets responded vigorously to reports that the Governor of the Farm Credit Administration, reversing his recent position, had asked for direct federal aid.

Such a prospect strengthens the case of those credit market analysts who believe that the Federal Reserve will short-

ly be forced to stimulate a flagging economy - perhaps even by cutting the federal discount rate from its present level of 7.50 per cent.

The stock market's response was still lethargic, but selling of blue chips quickened at mid-session when the Standard & Poor's September futures contract traded at a small discount to the index itself. This offers a technical opportunity to sell the index stocks and buy the futures.

Airline issues continued to slide after being tipped as "sells" by a brokerage house. American at \$43 1/2 lost \$ 1/2, and Delta eased \$ 1/2 to \$44 1/2. Pan Am shed a further \$ 1/2 to \$7 1/2.

Union Carbide rallied from early weakness to close \$ 1/2 off at \$55 1/2 in heavy trading after a company press conference left unanswered the problem of the share stake acquired by Gaf.

The defence sector was jolted by reported shifts in U.S. military contract plans. Northrop plunged \$2 1/2 to \$51 1/2 on rumours that the navy was opening to competition a contract believed safely netted. General Dynamics, understood likely to be invited to tender, added \$ 1/2 to \$77 1/2. Lockheed fell \$1 1/2 to \$52. Fairchild Industries, reacting to Air Force cancellation of its training aircraft contract, dipped \$ 1/2 to \$9 1/2.

A delayed opening in Lear Siegler, on its comment that some outside earnings forecasts were "substantially overstated", brought a fall of \$7 1/2 to \$47 1/2 in the stock.

IBM and the other technology leaders looked dull without suffering any major losses. At \$127 1/2, IBM edged up \$ 1/2, with Burroughs \$ 1/2 off at \$64 1/2 and Honeywell \$ 1/2 off at \$62.

The Detroit carmaker stocks remained out of favour, General Motors ran into further selling orders, which

took \$ 1/2 off the shares, leaving them at \$66 1/2. Ford gave up \$ 1/2 to \$49 1/2.

A major new feature was the jump of \$1 1/2 to \$41 in Scott Paper as Wall Street took a favourable view of the CS740m repurchase of the 25 per cent stake held by Brascan, the Canadian investment group.

In the market's chief takeover spot, SCM traded unchanged at \$72 after Mr. Ivan Boesky, the arbitrator, disclosed that he holds 8.7 per cent of the equity. Hanson Trust of the UK moved for an early closure of its \$72-a-share bid as the SCM board approved plans for its \$70-a-share leveraged buyout, in concert with Merrill Lynch.

Also presented with a leveraged buyout was Datapoint, which edged up by \$ 1/2 to \$5 1/2, against the offer of \$6-a-share.

Banking issues shaded lower on the new uncertainties over loans to the farming industry, but selling was very light. BankAmerica eased \$ 1/2 to \$15. Chase Manhattan, at \$54 1/2 was \$ 1/2 lower and Bankers Trust was unchanged at \$65.

The slide in credit market rates was aided by a return of the federal funds rate to below the 6 per cent mark without any need for help from the Federal Reserve. There were some signs of a movement towards federal paper in the money markets, where Treasury-bill rates eased by about 8 basis points.

Bonds saw more activity than for the past week, and prices returned to their best levels after a brief pause at mid-session. At the longer end, gains ranged to more than half a point, with investors attracted to federal issues by both the doubts over the farm credit system and hints that the discount rate might be cut before the end of the month.

TOKYO

U.S. trade friction a dampener

A WAVE of small-lot selling dampened trading in a broad range of stocks in Tokyo yesterday, driving prices sharply lower, writes Shigeo Nishitani of Jiji Press.

The Nikkei-Dow market average shed 101.49 from the previous day to 12,529.47. Volume contracted further from Tuesday's 384.76m shares to 305.45m, and losses outnumbered advances by 568 to 216, with 154 issues unchanged.

However, Minobe attracted strong buying interest on speculation over reported moves by the Trafalgar Holdings of the U.S. to launch a takeover bid for the group. The leading Japanese precision ball-bearing maker was the second most active stock with 12.94m shares changing hands and closed Y26 higher at Y831 after gaining Y30 at one stage.

Investors generally lacked enthusiasm because of concern over a rekindling of Japan-U.S. trade friction and the yen's sharp fall against the dollar. Continued drops by Hitachi and Asahi Chemical further depressed trading.

Hitachi, which is expected to suffer a profit fall in the business year ending in March 1986 due to the slump in the semiconductor market, remained under selling pressure, losing Y16 to a low for this year of Y645.

Asahi Chemical declined Y15 to Y780, affected by the reported side effects of its anticancer agent, TNF. The issue fell to Y771 at one stage, coming close to the low for this year of Y770 reached in April.

Large-capital stocks fared poorly. Mitsubishi Heavy Industries topped the active list with 16.13m shares traded, but closed Y11 lower at Y391. Nippon Steel dipped Y4 to Y172 and Kawasaki Heavy Industries Y3 to Y212.

Small-lot selling pushed down construction, blue chips, precision instruments and electricals. Obayashi fell Y8 to Y420, Kajima Y4 to Y456, NEC Y6 to Y907 and Nippon Kogaku Y21 to Y869.

Asset-heavy stocks, and electric powers and gases lost ground on a wide front. Mitsubishi Estate shed Y20 to Y930, Nippon Express Y10 to Y515 and Tokyo Electric Y30 to Y2,080.

Bond prices turned weaker after a firm start, with the yield on 6.8 per cent government bonds maturing in December 1984 rising from 6.150 per cent the previous day to 6.185 per cent.

SINGAPORE

ACTIVITY among speculative issues dominated otherwise mixed trading in Singapore with volume well down on the previous session.

Pahang Investment, with a turnover of 1m shares was the most active stock and closed steady at 50 1/2 cents, while Arab Malaysian Development firmed 5 cents to 86 1/2 cents and MBF Holdings added 30 cents to \$82.95 on a heavy volume.

Most leading issues registered only marginal movements with banks slightly firmer, plantations easier and property stocks mixed.

HONG KONG

OVERSEAS SELLERS helped depress share prices in Hong Kong, although declines were generally smaller than those recorded on the two previous days.

Concern about possible further increases in domestic interest rates again influenced the tone. The Hang Seng index closed 7.68 lower at 1,570.54, taking the loss this week to slightly in excess of 77.

EUROPE

Interest rate jitters cause shakeout

FEARS that interest rates may be pushed higher by the stronger U.S. dollar combined with profit-taking on European bourses yesterday to leave prices generally weaker.

Frankfurt's early rally on Tuesday was based on hopes that lower interest rates would spur West German economic growth. But jitters over the direction of rates caused prices to slide yesterday and the Commerzbank index dropped 15.6 to 1,460.0.

Banks remained nervous over the South African situation. Commerzbank shed DM 3 to DM 202.50, Deutsche slipped DM 2.50 to DM 574 and Dresdner shed DM 2 to DM 265.50.

Electrical and motor stocks suffered some of the sharpest falls. Varta led the electrical sector lower with a DM 6 drop to DM 226, Siemens was off DM 5.20 to DM 543 and AEG lost DM 2.40 to DM 138.20.

In cars, which have been stronger in the run-up to the car show in Frankfurt next week, VW skidded DM 6.50 lower to DM 323, BMW shed DM 5 to DM 467 and Daimler gave up a modest 50 pf to DM 980.50. Porsche, however, rose DM 3 to DM 1,325.

Chemicals continued to be depressed by the news earlier this week of BASF's large 1-for-14 rights issue, which will take DM 780m out of the market. BASF shed DM 2.70 to DM 216, while Bayer lost DM 1.50 to DM 214.50 and Hoechst fell 70 pf to DM 210.80.

Steel stocks posted lighter losses as Klockner fell DM 2.30 to DM 69.50, Hoerch lost DM 2 to DM 209.50 and Mannesmann DM 1.20 to DM 201.80. Thyssen shed DM 2 to DM 127 ahead of news that it intends to resume payment of a dividend after improved earnings for the first three quarters.

Bond markets were unsettled by the dollar's rise to its highest levels against the D-Mark in months. Prices eased with longer maturities showing losses of up to 20 pf.

The Bundesbank bought a small DM 3.8m worth of domestic paper after buying a large DM 128.9m worth the previous session.

Banks and insurances in Amsterdam were hit by interest rate fears.

ABN shed F1 4.50 to F1 507.50 ex-rights and NMB F1 3 to F1 212.

Wessanen, the food group, gained F1.2 to F1 180.50 and said it boosted first-half profits for 1985. Among other results, VMF, the machinery maker, raised its first-half income for this year and its shares slid F1 3.20 to F1 242.

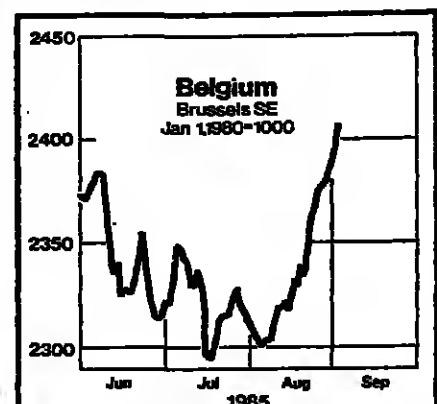
Bonds were little changed in thin trading as a new state issue was announced. As the traditional autumn buying mood gained momentum in Brussels, prices firmed and the Belgian stock exchange index rose to a record 2,406.41, up 9.12.

Retailer GB-Inno-BM added Bfr 180 to Bfr 4,060 and Petrofina continued to fall, shedding Bfr 10 to Bfr 6,120.

Profit-taking swept Zurich and prices took a beating. Alusuisse dropped Swf 20 to Swf 790 after the company said it expects substantially lower profits this year.

Banks showed widespread losses. Paris turned easier on interest rate worries. Technology and engineering shares were weak.

Michelin dipped Ffr 16 to Ffr 1,184 following news that the tyre group plans



to raise Ffr 1bn through a rights issue later this month.

Prices rose in Stockholm and Agra continued to trade heavily, rising SKr 2 to SKr 131.

Milan ended generally steady where as Madrid experienced a slight drop from the previous session.

CANADA

A BROAD decline developed during trading in Toronto with losses clearly outnumbering advances.

Among the most active, Bell Canada traded C\$3 down at C\$43, Canadian Pacific C\$3 off at C\$17 and Consumers Distributing the same amount lower at C\$7.

Banks firmed during generally weaker business in Montreal.

LONDON

Figures fire selected recovery

CONTINUED TAKEOVER speculation and trading results from market leaders, P&O and BICC helped reignite activity in London among blue chip industrials.

However, apart from these centres of activity equities were traded slowly, reflected in a 1.4 fall in the FT Ordinary share index to 1066.4 after being 4.9 higher during the morning.

P&O added 23p to 421p on favourable half-year results, while BICC added 17p to 220p after better than expected interim figures.

In contrast, international stocks met light selling as sterling staged a recovery. Most other leading shares also gave ground, although electrical majors traded on a steadier note than on Tuesday.

The gradual downward drift in gilts during recent sessions was arrested, aided by sterling's strength.

Chief price changes, Page 31; Details, Page 30; Share information service, Pages 28-30.

AUSTRALIA

BEARISH FACTORS combined to leave the prices of industrial and selected mining issues lower in Sydney after another round of active trading.

Uncertainty about Federal Government tax proposals expected later this month, continued high domestic interest rates and weakness in the Australian dollar left the market on the decline. BHP fell 4 cents to A\$7.02, Boral 3 cents to A\$3.60, Herald and Weekly Times 35 cents to A\$4.50 and Industrial Equity 6 cents to A\$6.90.

Among gold issues, GIM eased 30 cents to A\$11.40, Whim Creek 15 cents to A\$3.0 and Renison 10 cents to A\$5.70.

SOUTH AFRICA

PROFIT-TAKING erased early gains among leading gold shares in Johannesburg following a recovery in the rand.

Fregus stood out with a R2 rise to R52, while Kinross lost R1 to R33.

Mining financials were mixed with De Beers closing 5 cents higher at R11.45. Industrials lacked direction and were thinly traded.

DKB, Japan's Largest Bank, Opens Stockholm Representative Office September 5.

DKB has now extended its international network to include Scandinavia.

DAI-ICHI KANGYO BANK takes a major step forward

in the international banking business with the opening

on September 5 of a representative office in Stockholm.

The objective of DAI-ICHI KANGYO BANK and its

Stockholm representative office is to develop close

relations in international banking between Japan and

Sweden. DKB looks forward to working with both the

private sector and the government sector. The bank's

total deposits in 1984 were US\$99 billion, its total assets

US\$130 billion. DKB has 351 branches in Japan and 48

offices abroad, with a staff of 21,000.

DKB is thus well positioned to extend still further its

network of international activities.



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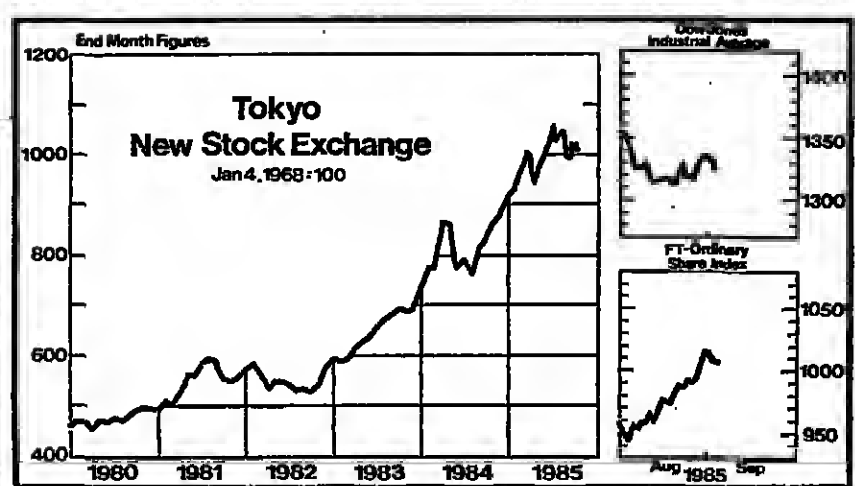
Chief Representative

Tadanobu Hara-yama



We have your interests at heart.
DAI-ICHI KANGYO BANK
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KEY MARKET MONITORS



STOCK MARKET INDICES

NEW YORK	Sept 4	Previous	Year ago
DJ Industrials	1,326.72	1,320.19	1,212.25
DJ Transport	670.66	666.58	510.52
DJ Utilities	159.06	158.85	128.44
S&P Composite	187.37	187.91	164.88

LONDON	Sept 4	Previous	Year ago
FT Ord	1,006.4	1,007.8	839.9
FT-SE 100	1,336.7	1,335.5	1,083.7
FT-A All-share	642.56	645.33	512.34
FT-A 500	706.14	708.57	555.41
FT Gold mines	289.9	291.2	527.2
FT-A Long gilt	10.31	10.34	10.64

TOKYO	Sept 4	Previous	Year ago
Nikkei-Dow	12,529.47	12,630.96	10,609.5
Tokyo SE	1,005.00	1,012.50	815.36

AUSTRALIA	Sept 4	Previous	Year ago
All Ord.	534.5	537.3	728.7
Metals & Mins	521.2	525.4	453.8

AUSTRIA	Sept 4	Previous	Year ago
Credit Aktien	93.75	100.24	53.27

BELGIUM	Sept 4	Previous	Year ago
Belgian SE	2,408.41	2,399.2	-

CANADA	Sept 4	Previous	Year ago
Toronto	2,067.19	2,066.77	1,994.00
Metals & Mins	2,794.06	2,805.58	2,389.10
Montreal	136.00	136.46	116.93

DENMARK	Sept 4	Previous	Year ago
SE	n/a	216.79	184.31

FRANCE	Sept 4	Previous	Year ago
CAC Gen	223.1	223.0	173.2
Ind. Tendence	126.6	126.6	112.2

WEST GERMANY	Sept 4	Previous	Year ago
FAZ-Aktien	457.32	501.82	344.27
Commerzbank	1,460.0	1,475.8	1,002.4

HONG KONG	Sept 4	Previous	Year ago
Hang Seng	1,578.54	1,586.22	947.02

ITALY	Sept 4	Previous	Year ago
Banca Comm.	375.34	375.38	215.27

NETHERLANDS	Sept 4	Previous	Year ago
ANP-CBS Gen	n/a	223.0	165.5
ANP-CBS Ind	n/a	194.1	131.3

NORWAY	Sept 4	Previous	Year ago
Oslø SE	352.69	353.07	255.16

SINGAPORE	Sept 4	Previous	Year ago
Straits Times	750.12	751.86	918.8

SOUTH AFRICA	Sept 3	Previous	Year ago
JSE Golds	-	981.1	937.4
JSE Industrials	-	948.6	834.1

SPAIN	Sept 3	Previous	Year ago
Madrid SE	110.89	110.79	140.11

SWEDEN	Sept 3	Previous	Year ago
J & P	1,379.50	1,374.28	1,448.78

SWITZERLAND	Sept 3	Previous	Year ago
Swiss Bank Ind	478.2	481.8	379.7

WORLD	Sept 3	Previous	Year ago
Capital Int'l	218.0	219.4	184.3

GOLD (per ounce)	Sept 4	Previous	Year ago
London	\$324.75	\$328.50	-
Zurich	\$325.50	\$328.55	-
Paris (fmg)	\$329.04	\$333.98	-
Luxembourg	\$324.00	\$333.20	-
New York (Oct)	\$326.90*	\$326.50	-

COMMODITIES	Sept 4	Previous	Year ago
(London)	Sept 4	Prev	
Silver (spot fixing)	442.65p	451.00p	-
Copper (cash)	\$1,014.00	\$1,010.50	-
Coffee (Nov)	\$1,645.00	\$1,648.00	-
Oil (spot Arabian Light)	\$27.80	\$27.60	-

FINANCIAL FUTURES	Sept 4	Previous	Year ago
CHICAGO	Sept 4	Prev	
U.S. Treasury Bonds (CBT)	78-23	78-31	76-16
U.S. Treasury Bills (TMM)	92.79	92.86	92.74
\$1m points of 100%	92.79	92.86	92.74
Certificates of Deposit (NIM)	91.93	91.97	91.87
\$1m points of 100%	91.93	91.97	91.87
LONDON	Sept 4	Prev	